

Appraisal Report

Downtown Development Site 1010 W. Jefferson Street Boise, ID 83702

November 14, 2022



FOR

Idaho Department of Administration c/o Mr. Richard Brien Statewide Leasing Manager 502 N. 4th Street Boise, ID 83702

Mountain States Appraisal, LLC 1459 Tyrell Lane, Suite B Boise, ID 83706 208-336-1097 phone 208-345-1175 fax

MSA File: 22-0212



Boise, ID 83706 Phone: (208) 336-1097

November 14, 2022

Joe Corlett, MAI, SRA Moe Therrien, MAI Kevin Ritter, MAI Derek Newton, MAI Jeff Vance, MAI Paul Dehlin, MAI David Pascua

Idaho Department of Administration c/o Mr. Richard Brien Statewide Leasing Manager 502 N. 4th Street Boise, ID 83702

RE: Appraisal Report

Downtown Development Site 1010 W. Jefferson Street Boise, ID 83702

Dear Mr. Brien.

In accordance with your request, we have performed an appraisal of the above referenced property. This appraisal report sets forth the pertinent data gathered, the techniques employed, and the reasoning leading to our value opinions. This letter of transmittal does not constitute an appraisal report and the rationale behind the value opinion(s) reported cannot be adequately understood without the accompanying appraisal report.

The subject of this appraisal is a 0.187-acre parcel located in downtown Boise. The site is improved with asphalt paving and has historically been operating as a parking lot. The site is zoned C-5DD (Central Business District) which allows for a wide variety of office, retail, commercial, and high-density residential uses. Based on the subject's location and development trend in the immediate neighborhood, highest and best use is for some form of mixed-use development. The parking lot use is an interim use.

The appraisal problem is to develop an opinion of Market Value: As Is. The client in this assignment is the Idaho Department of Administration. The intended use is to document market value for asset valuation and/or potential disposition purposes. The intended users of this report include the client and any duly appointed representatives of the client, specifically authorized by the client to view or use this appraisal in accordance with the stated purpose or function. There are no other intended uses or users of this report.



The subject was appraised using generally accepted principles and theory. We developed our analyses, opinions, and conclusions and prepared this report in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation; the Interagency Appraisal and Evaluation Guidelines; the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute; and the requirements of our client as we understand them. The report is presented in Appraisal Report format and complies with the requirements set forth under Standards Rule 2-2(a) of USPAP. It presents a narrative discussion of the pertinent data gathered, the techniques employed, and the reasoning leading to our value opinions.

The acceptance of this appraisal assignment and the completion of the appraisal report submitted herewith are subject to the General Assumptions and Limiting Conditions contained in the report. The findings and conclusions are further contingent upon the following extraordinary assumptions and/or hypothetical conditions which might have affected the assignment results:

Extraordinary Assumptions

None

Hypothetical Conditions

None

Value Conclusions

Based on the analysis contained in the following report, our market value conclusions are summarized as follows:

Value Conclusions

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Respectfully submitted,

Mountain States Appraisal, LLC

Jeff Vance, MAI Senior Appraiser

Idaho, Certification # CGA-2828 Certificate Expires 04/18/2023 G. Joseph Corlett, MAI, SRA

Manager

Idaho, Certification # CGA-7 Certificate Expires 03/11/2023



Table of Contents

Cover Page	
Letter of Transmittal	
Table of Contents	4
Summary of Salient Facts	5
Aerial and Site Views	6
Location Maps	7
Introduction	8
Scope of Work	11
Regional and Market Area Analysis	13
Neighborhood Analysis	21
Site Description	28
Subject Photographs	34
Assessment and Tax Data	35
Market Analysis	36
Highest and Best Use	49
Valuation - Market Value: As Is	52
Sales Comparison Approach	52
Value Conclusion – Market Value: As Is	60
Addenda	68
Engagement Letter	69
Additional Subject Photographs	76
Glossary	77
Qualifications	85



Summary of Salient Facts

Property Identification

Client Identification Idaho Department of Administration

Property Name Downtown Development Site

Property Address 1010 W. Jefferson Street

Boise, Ada County, Idaho 83702

Tax Parcel Number(s) R1013004556

Latitude & Longitude Lat: 43.61941, Lon: -116.20384

Property Owner State of Idaho

Site

Zoning C-5DD; Central Business District

FEMA Flood Map No. 16001C0277J

Flood Zone X

Gross Land Area 0.187 acres; 8,156 square feet Usable Land Area 0.187 acres; 8,156 square feet

Improvements

Improvements Older parking lot improvements

Valuation Opinions & Dates

Highest & Best Use - As Vacant/As Though Vacant Mixed-use

Highest & Best Use - As Improved Parking lot use is an interim use

Reasonable Exposure Time 6-12 months
Reasonable Marketing Time 6-12 months

Date of InspectionNovember 1, 2022Date of ValueNovember 1, 2022Date of ReportNovember 14, 2022

Value Indications & Conclusions

Valuation - Market Value: As Is

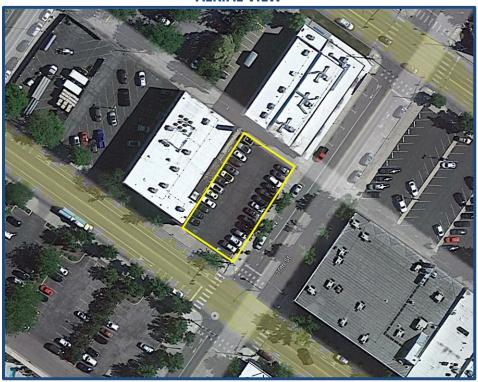
Cost Approach Not developed Income Capitalization Approach Not developed Sales Comparison Approach \$1,550,000

Conclusion - Market Value: As Is \$1,550,000

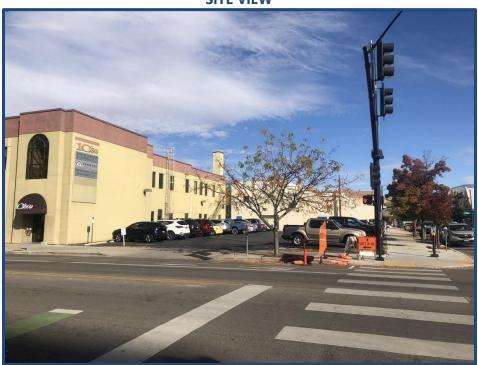


Aerial and Site Views



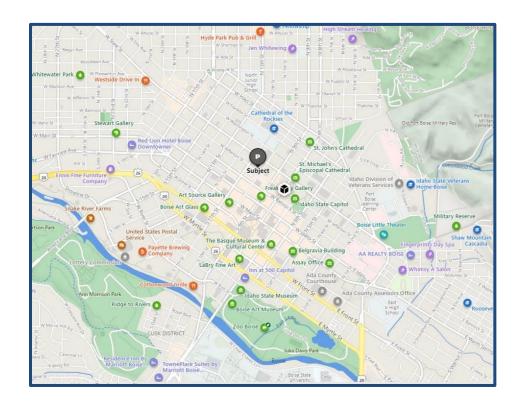


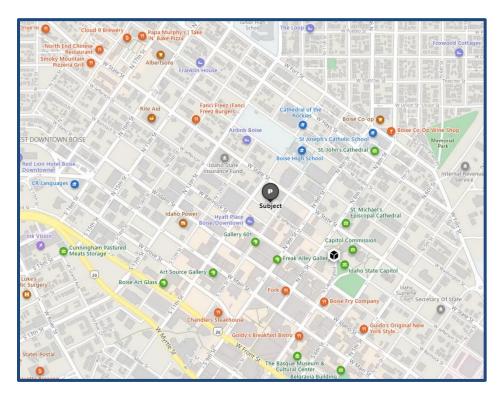
SITE VIEW





Location Maps







Introduction

Client and Intended Users of the Appraisal

The client in this assignment is the Idaho Department of Administration. The intended users of this report include the client and any duly appointed representatives of the client, specifically authorized by the client to view or use this appraisal in accordance with the stated purpose or function. There are no other intended uses or users of this report.

Intended Use of the Appraisal

The intended use is to document market value for asset valuation and/or potential disposition purposes. There are no other intended uses of this report.

Real Estate Identification

The subject property is located at 1010 W. Jefferson Street, Boise, Ada County, Idaho 83702. The Ada County Assessor further identifies the subject as Assessor Parcel Number R1013004556. The property is located within the incorporated city limits of Boise.

Legal Description

Per the warranty deed, the subject site is legally described as:

Parcel A

The East 16.85 feet of Lot 5, and all of Lot 6 in Block 68 of BOISE CITY ORIGINAL TOWNSITE, according to the official plat thereof filed in Book 1 of Plats at Page 1, Official Records of Ada County, Idaho.

Use of Real Estate as of the Effective Date of Value

The subject of this appraisal is a 0.187-acre parcel located in downtown Boise. The site is improved with asphalt paving and has historically been operating as a parking lot. The site is zoned C-5DD (Central Business District) which allows for a wide variety of office, retail, commercial, and high-density residential uses. Based on the subject's location and development trend in the immediate neighborhood, highest and best use is for some form of mixed-use development. The parking lot use is an interim use.

Use of Real Estate as Reflected in this Appraisal

Same as above.

Ownership of the Property

Per the warranty deed, title to the subject property is vested in the State of Idaho. Note, the Ada County Assessor reports ownership as the State of Idaho (Department of Lands).

History of the Property

The State of Idaho has owned the subject property for well over three years.



Listings/Offers/Contracts

The subject is not listed for sale on the open market nor is it under contract for purchase.

Type and Definition of Value

The appraisal problem is to develop an opinion of the market value of the subject property. "Market Value," as used in this appraisal, is defined as "the most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated.
- Both parties are well informed or well advised, each acting in what they consider their own best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sale concessions granted by anyone associated with the sale."

(Source: 12 C.F.R. Part 34.42(g); 55 Federal Register 34696, August 24, 1990, as amended at 57 Federal Register 12202, April 9, 1992; 59 Federal Register 29499, June 7, 1994. Also Interagency Appraisal and Evaluation Guidelines as referenced on Page 77472 of the Federal Register/Vol. 75, No. 237/Friday December 10, 2010/Notices)

The value conclusions apply to the value of the subject property under the market conditions presumed on the effective date of value. Please refer to the Glossary in the Addenda section for additional definitions of terms used in this report.

Valuation Scenarios, Property Rights Appraised, and Effective Dates of Value

Per the scope of our assignment, we developed opinions of value for the subject property under the following scenarios of value:

Valuation Scenario	Property Rights Appraised	Effective Date of Value
Market Value: As Is	Fee Simple	November 1, 2022

The date of value coincides with the date of the property inspection.

Date of Report

The date of this report is November 14, 2022, which is the same as the date of the letter of transmittal.

List of Items Requested but Not Provided

None



Assumptions and Conditions of the Appraisal

The acceptance of this appraisal assignment and the completion of the appraisal report submitted herewith are subject to the General Assumptions and Limiting Conditions contained in the report. The findings and conclusions are further contingent upon the following extraordinary assumptions and/or hypothetical conditions which might have affected the assignment results:

Extraordinary Assumptions

None

Hypothetical Conditions

None



Scope of Work

The elements addressed in the Scope of Work are (1) the extent to which the subject property is identified, (2) the extent to which the subject property is inspected, (3) the type and extent of data researched, (4) the type and extent of analysis applied, (5) the type of appraisal report prepared, and (6) the inclusion or exclusion of items of non-realty in the development of the value opinion. These items are discussed as below.

Extent to Which the Property Was Identified

The three components of the property identification are summarized as follows:

- <u>Legal Characteristics</u> The subject was legally identified via city, county, and public records.
- <u>Economic Characteristics</u> Economic characteristics of the subject property were projected via comparison to properties with similar locational, physical, and financial characteristics.
- Physical Characteristics The property inspection was relied upon for describing the site.

Extent to Which the Property Was Inspected

The subject was personally inspected by Jeff Vance, MAI, on November 1, 2022. This included walking the site, viewing the property from several different angles, and driving the neighborhood. An inspection of the building interior was not performed. Joe Corlett, MAI, SRA, performed a current site inspection of the subject.

Type and Extent of Data Researched

We researched and analyzed: (1) market area data, (2) property-specific market data, (3) zoning and land-use data, and (4) current data on comparable listings and transactions. We also interviewed people familiar with the subject market/property type.

<u>Disclosure of Comparable Verification/Inspection</u>

Idaho is a non-disclosure state. Essential information like grantor, grantee, sale price, and sale date from real estate transactions is not required to be listed in public record. Therefore, the appraiser must gather the key data details from parties involved who may have no incentive to cooperate. Often, appraisers are compelled to obtain information from secondary sources. The appraisers made reasonable attempts, within the scope of this work, to obtain all key information from seemingly reliable sources, but some data may not be completely accurate.

Mountain States Appraisal, LLC (MSA) maintains an extensive database containing sale, rent, capitalization rate, and expense comparables, as well as other pertinent market data. Unless otherwise noted, the comparables utilized herein were all verified personally by Jeff Vance, MAI, and/or another appraiser employed with MSA. Verification was made from various sources including purchase contracts, rent rolls, real estate brokers, property management companies, buyers, sellers, and landlords. The conformation source is noted for each comparable utilized herein. For improved properties in the local market, we have completed at minimum exterior inspections of the comparables; either in conjunction with this appraisal or as a part of previous appraisals of other properties. Interior inspections have been completed for some but not all of the local comparable properties.



Type and Extent of Analysis Applied (Valuation Methodology)

We observed surrounding land use trends, the condition of any improvements, demand for the subject property, and relevant legal limitations in concluding a highest and best use. We then valued the subject based on that highest and best use conclusion.

Appraisers develop an opinion of property value with specific appraisal procedures that reflect three distinct methods of data analysis: the cost approach, sales comparison approach, and income capitalization approach. One or more of these approaches are used in all estimations of value.

- <u>Cost Approach</u> In the cost approach, the value indication reflects the sum of current depreciated replacement or reproduction cost, land value, and an appropriate entrepreneurial incentive or profit.
- <u>Sales Comparison Approach</u> In the sales comparison approach, value is indicated by recent sales and/or listings of comparable properties in the market, with the appraiser analyzing the impact of material differences in both economic and physical elements between the subject and the comparables.
- <u>Income Capitalization Approach</u> In the income capitalization approach, value is indicated by the capitalization of anticipated future income. There are two types of capitalization: direct capitalization and yield capitalization, more commonly known as discounted cash flow (DCF) analysis.

Approaches Applied

All of these approaches to value were considered. We assessed the availability of data and applicability of each approach to value within the context of the characteristics of the subject property and the needs and requirements of the client. The income capitalization approach, presented in restricted format, was relied upon to determine market value as improved (as an operating parking lot). The sales comparison approach was developed to derive market value as is (site value). Based on this assessment, it is concluded that the site improvements are noncontributory to value. The value is in the underlying land. Further discussion of the extent of our analysis and the methodology of each approach is provided later in the respective valuation sections.

Appraisal Conformity and Report Type

The subject was appraised using generally accepted principles and theory. We developed our analyses, opinions, and conclusions and prepared this report in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation; the Interagency Appraisal and Evaluation Guidelines; the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute; and the requirements of our client as we understand them. The report is presented in Appraisal Report format and complies with the requirements set forth under Standards Rule 2-2(a) of USPAP. It presents a narrative discussion of the pertinent data gathered, the techniques employed, and the reasoning leading to our value opinions.

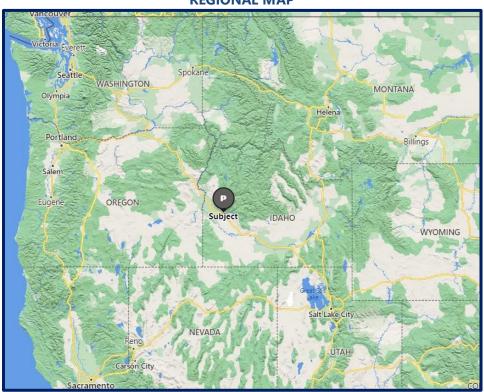
Personal Property/FF&E

All items of non-realty are excluded from this analysis. The opinion of market value developed herein is reflective of real estate only.

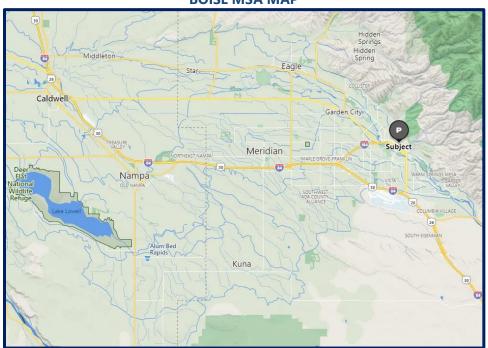


Regional and Market Area Analysis

REGIONAL MAP



BOISE MSA MAP





Regional Overview

The subject's regional area is southwest Idaho, which is generally referred to as the Treasure Valley or the Boise-Nampa Metropolitan Statistical Area (Boise MSA). As defined by the U.S. Census Bureau, the Boise MSA consists of five counties (Ada, Boise, Canyon, Gem and Owyhee) as shown in adjacent exhibit. The Boise MSA is the state's largest metropolitan statistical area and includes Idaho's three largest cities – Boise, Meridian, and Nampa. Approximately 41% of Idaho's total population resides in the Treasure Valley with 95% of the metro area's population residing in Ada and Canyon counties.

The metro area is currently the 3rd largest in the Pacific Northwest after Seattle and Portland. The general area has been a popular relocation destination for new residents attracted to the outdoor lifestyle, low cost of living, the diversity of the economy and availability of employment.



Population

Population characteristics relative to the subject property are presented in the following table:

Population

- opalacion			Annual %		Annual %
		Estimated	Change	Projected	Change
Area	2010	2021	2010 - 21	2026	2021 - 26
United States	308,745,538	333,793,107	0.7%	333,934,112	0.0%
Idaho	1,567,582	1,891,096	1.7%	2,054,065	1.7%
Boise City, ID (MSA)	616,561	796,784	2.4%	886,256	2.2%
Ada County	392,365	517,348	2.5%	577,884	2.2%
Boise City	208,726	240,333	1.3%	261,687	1.7%

Source: ESRI (ArcGIS)

As shown, population growth has experienced an increasing trend during the past decade. Since 2010, population has been growing at an annual rate of 2.4% in the Boise MSA, 2.5% in Ada County, and 1.3% in Boise. This moderate to strong growth is project to continued moving forward.



Ada County Overview

Ada County is the state's most populated county with over 515,000 residents. Incorporated cities in Ada County include Boise, Meridian, Eagle, Garden City, Kuna, and Star. An overview of the cities follows:

Cities

Boise is the most populous city in Idaho with over 240,000 residents. It is the State Capitol and Ada County's seat of government. Located along the Boise River, Boise is the principal city in the Boise MSA, and is the largest city between Salt Lake City, Utah and Portland, Oregon. Boise is headquarters for a number of major corporations and serves as the primary government, economic, cultural, and education center for Southwest Idaho, Eastern Oregon, and Northern Nevada. Boise is continually recognized in numerous publications as one of the best places to live in the country.



Meridian is located adjacent west of Boise and is one of the state's fastest-growing cities. At over 117,000 residents, Meridian is now the 2nd largest city in the state. Because of Meridian's significant growth, the majority of residential neighborhoods in the city are relatively new. Over the past two decades, Meridian has become a center of retail and commercial development in southwest Idaho.

Eagle is located approximately 10 miles northwest of downtown Boise. The population of Eagle is 32,560 residents. Eagle has become one of the most desirable cities in the Treasure Valley because of its location near the Boise River, views of the Boise Foothills, and its upscale quality of residential and commercial developments.

Kuna is located approximately 7 miles south of Meridian. Once a small, rural farming community, Kuna is now one of the fastest growing communities in Idaho. From 2010 to 2020, the population in Kuna increased from 15,210 to 24,890, representing a 64% increase during this period. City officials expect the population to double during the next 10 to 15 years.

Garden City is located adjacent to Boise's downtown business core. Garden City is primarily developed with strip retail and service commercial uses along Chinden Boulevard and older residential subdivisions, mobile home parks, and older industrial buildings throughout the nonarterial streets. At around 12,500 residents, population growth has been nominal during the past several years, because it is nearly fully built-up.

Star is located approximately 6 miles west of Eagle. Star has experienced strong growth during the past two decades and now has around 12,500 residents. Because of good proximity to employment centers is nearby Boise, Meridian, and Eagle, Star has become a bedroom community to those cities with a significant number of commuters.



Canyon County Overview

Canyon County is located adjacent west of Ada County. At over 239,000 residents, Canyon County is the second most populous county in Idaho. Canyon County's economy is more agriculturally based and although it only ranks 39th (out of 44 Idaho counties in size), it produces 10% of the state's agricultural income. The county ranks 47th among 3,079 counties nationwide in agricultural production with approximately 84% of the land being used for this endeavor. As a product of the agricultural base, a number of agricultural manufacturing and processing businesses are headquartered in the county. Although Canyon County's economy has historically agriculturally-oriented, it has become more urbanized over the past two decades as a result of strong population growth. The two largest cities in Canyon County are Nampa and Caldwell. Middleton, Greenleaf, Melba, Notus, Parma, and Wilder are smaller rural communities also located within Canyon County. An overview of the two largest cities follows:



Cities

Nampa is located approximately 25 miles west of Boise and 30 miles east of the Oregon state line. At over 106,500 residents, Nampa is the largest city in Canyon County and the 3rd largest in the state. Many residents commute to neighboring Ada County for work opportunities to benefit from lower overall housing prices and a more rural environment relative to Ada County.

Caldwell is located approximately 8 miles west of Nampa. At over 61,000 residents, Caldwell is the 2nd largest city in Canyon County. Caldwell's economy is largely agriculturally based. Caldwell is the county seat of Canyon County.



Comments on Impact of COVID-19

The global outbreak of a "novel coronavirus" (known as COVID-19) was officially declared a pandemic by the World Health Organization (WHO) on March 11, 2020. On March 13, 2020, the State of Idaho issued an emergency declaration, which included a stay-at-home order through April 30, 2020. Pertaining to the business sector, only essential businesses were to remain open. Approximately 55% of businesses in Idaho are considered essential under the stay-at-home order. As a result, the national, regional, and local economy was adversely impacted with a significant increase in unemployment which was actively being countered by government stimulus packages with the hopes of stabilizing the economy. Prior to the pandemic, the Idaho unemployment rate was at a record low of 2.5%. As a result of the stay-at-home order, the Idaho unemployment rate began increasing in the latter part of March 2020 and peaked at 12.4% in April 2020.

In mid-2020, states around the county began to lift stay-at-home restrictions to "reopen" the economy from the shutdown. On April 23, 2020, the State of Idaho announced a 4-stage plan for opening up Idaho. Stage 4 guidelines went into effect June 13, 2020. As a result of a significant spike in COVID-19 cases, Stage 3 guidelines went back into effect for Ada County on June 24, 2020. "Modified" Stage 3 guidelines went into effect for all of Idaho on October 26, 2020, and then on November 13, 2020, "Modified" Stage 2 guidelines went into effect. As a result of a decline in cases, Idaho went back into Stage 3 guidelines on February 2, 2021, and as of May 11, 2021, Idaho is now in Stage 4. 100% of Idaho businesses are allowed to reopen under the Stage 4 guidelines. Unemployment rates began a declining trend as stay-at-home restrictions were being lifted. By November 2021, the Idaho unemployment rate was back down to pre-pandemic levels at 2.5%.

Employment – Boise MSA

Historical total employment trends for the Boise MSA are presented in the following table. Since bottoming out at around 293,000 during the great recession years of 2008 and 2009, total employment increased steadily to 383,239 as of February 2020, representing an increase of 30.8%. Due to the stay-at-home order issued on March 13, 2020, total employment declined to a low of 377,2013 in April 2020. Beginning in June 2020, total employment increased as stay-at-home restrictions were being lifted. As of September 2022, total employment in the Boise MSA was 412,994 which is well above pre-pandemic levels.





Employment distribution and average wages for the Boise MSA as reported in the Idaho Department of Labor - Workforce Trends publication is presented following:

	2011 2020)	2021	L	
Industry Sector	Average Employment	Avgerage Wages	Average Employment	Average Wages	Average Employment	Average Wages
Total Covered Wages	252,924	\$30,058	331473	\$40,469	351,393	\$42,736
Natural Resources and Mining	5,029	\$31,246	5580	\$41,765	5,417	\$45,136
Construction	12,564	\$33,602	27101	\$41,808	29,111	\$45,494
Manufacturing	22,772	\$42,499	28004	\$57,505	28,488	\$62,203
Trade,Transportation, and Utilities	51,141	\$30,643	66145	\$38,750	73,823	\$41,277
Information	4,453	\$39,443	3363	\$61,403	3,487	\$61,531
Financial Activities	12,857	\$35,505	18358	\$53,893	19,486	\$61,984
Professional and Business Services	37,352	\$35,713	48952	\$49,953	50,890	\$55,723
Education and Health Services	57,437	\$28,289	72566	\$38,956	75,641	\$40,152
Leisure and Hospitality	23,987	\$12,020	32105	\$16,364	35,611	\$17,750
Other Services	6,971	\$21,637	8953	\$33,532	9,508	\$36,403
Public Administration	18,279	\$37,118	20295	\$45,812	19,896	\$47,502

Source: Idaho Department of Labor- Quarterly Census of Employment Wages (QCEW)

Major employers in the Boise MSA as identified by the Idaho Department of Labor are presented in the following table.

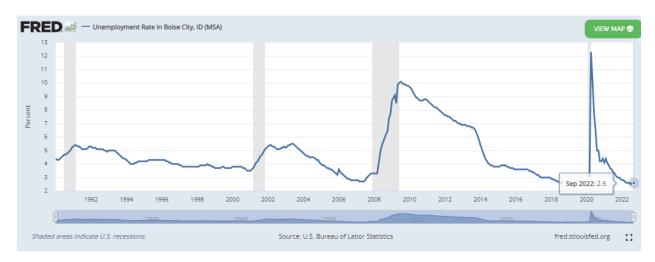
Employer	Ownership	Employment Range
St. Luke's Regional Medical Center	Private	5,000+
Micron Technology	Private	5,000+
St. Alphonsus Health System	Private	5,000+
West Ada School District	Local Government	2,500 - 4,999
Albertsons	Private	2,500 - 4,999
Boise State University	State Government	2,500 - 4,999
Wal-mart	Private	2,500 - 4,999
Boise School District	Local Government	2,500 - 4,999
J. R. Simplot Company	Private	1,000 - 2,499
City Of Boise	Local Government	1,000 - 2,499

NOTE: Only employers that have given the Department permission to release employment range data are listed. Source: Idaho Department of Labor- Quarterly Census of Employment Wages (QCEW)



Unemployment – Boise MSA

Historical unemployment trends for the Boise MSA are presented in the following table. From 1990 to 2008 unemployment rates in the Boise MSA were around 5%. With the onset of the great recession, unemployment rates increased significantly peaking at 10.1% in July 2009. Beginning in mid-2010, the economy began to recover, and unemployment rates exhibited a declining trend through early 2020. Unemployment rates were around 2.5% in mid-2019/early-2020. Due to the stay-at-home order issued on March 13, 2020, the unemployment rate increased significantly to 12.2%. Unemployment rates have since experienced a sharp declining trend as stay-at-home restrictions were being lifted in stages. As of September 2022, the unemployment rate in the Boise MSA was 2.6%, which is near prepandemic levels and below the national unemployment rate of 3.5%.



Household Income Profile

Total household income statistics are presented in the following table. Median household income is slightly lower in Boise versus greater Ada County.

Median Household Income

	Estimated	Projected	Annual % Change
Area	2021	2026	2021 - 26
United States	\$62,203	\$67,325	1.6%
Idaho	\$59,510	\$66,380	2.2%
Boise City, ID (MSA)	\$65,481	\$74,482	2.6%
Ada County	\$72,913	\$80,748	2.1%
Boise City	\$64,595	\$73,593	2.6%

Source: ESRI (ArcGIS)

Transportation

Primary ground transportation is via Interstate 84 that connects the area with Idaho Falls, Pocatello, and Salt Lake City, Utah to the southeast, and Portland, Oregon to the west. The Boise MSA is also served by several state and U.S. highways. The nearest major airport is the Boise Airport, located in southeast Boise.



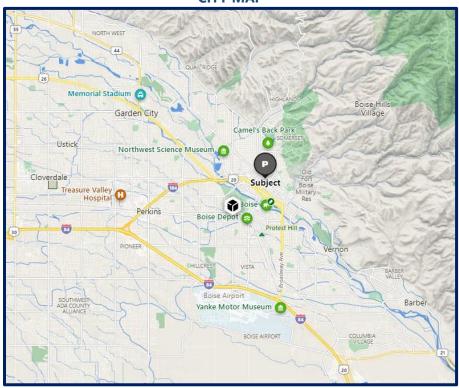
Conclusions

The Boise MSA serves as the governmental, economic, cultural center for Southwest Idaho, Eastern Oregon, and Northern Nevada. The Boise MSA is the 3rd largest in the Northwest, behind Seattle and Portland. The long-term economic outlook for the Boise MSA appears positive. Boise and surrounding neighboring communities are continually recognized by numerous publications as one of the best places to live in the country. Idaho was recently ranked #1 in the nation for job growth (U.S. Department of Labor), top performing economy (Bloomberg), and personal income growth (Idaho Department of Labor). Boise was named the #1 best place to live (Livability 2019). Idaho has been the fastest growing state in the nation during the past several years. Population is expected to continue an increasing trend in the foreseeable future which will likely strengthen the demand for real estate long-term.

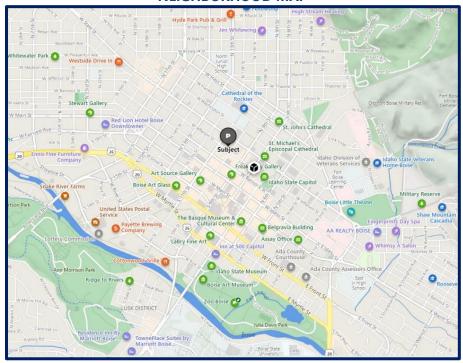


Neighborhood Analysis

CITY MAP



NEIGHBORHOOD MAP

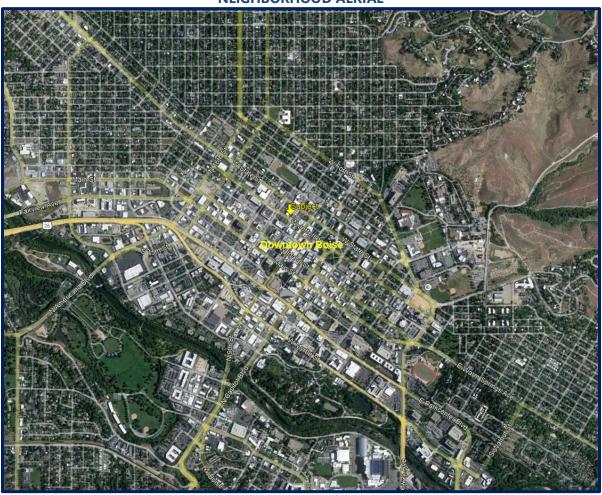




Overview

The neighborhood boundaries are reasonably defined by the major commercial real estate firms within the local market. Vacancy, absorption, and supply data is tracked for each submarket within Ada and Canyon Counties.

NEIGHBORHOOD AERIAL



Neighborhood Location and Boundaries

The subject is located in the downtown Boise or central business district (CBD) submarket. The downtown Boise neighborhood boundaries are generally defined by the Boise River to the south, Broadway Avenue to the east, Hill Road and the Boise foothills to the north, and Americana Boulevard/N. 16th Street/N. Harrison Boulevard to the west.



Demographics

The following table depicts the area demographics within a one, three, and five-mile radius from the subject.



Market Profile

1010 W Jefferson St, Boise, Idaho, 83702 Rings: 1, 3, 5 mile radii Prepared by Esri Latitude: 43.61941

Kings: 1, 3, 5 mile radii			Latitude: 43.0194.
			Longitude: -116.2038
	1 mile	3 miles	5 miles
Population Summary	40.000		
2010 Total Population	10,290	81,809	148,387
2020 Total Population	12,351	90,569	165,710
2020 Group Quarters	571	4,127	5,778
2022 Total Population	13,074	92,567	169,255
2022 Group Quarters	575	4,127	5,780
2027 Total Population	14,755	98,184	179,747
2022-2027 Annual Rate	2.45%	1.19%	1.21%
2022 Total Daytime Population	55,890	148,706	244,620
Workers	49,981	106,304	164,867
Residents	5,909	42,402	79,753
Household Summary			45.50
2010 Households	5,383	37,812	65,730
2010 Average Household Size	1.79	2.09	2.20
2020 Total Households	6,297	40,842	72,052
2020 Average Household Size	1.87	2.12	2.22
2022 Households	6,666	41,864	73,872
2022 Average Household Size	1.88	2.11	2.2
2027 Households	7,634	44,732	78,789
2027 Average Household Size	1.86	2.10	2.2
2022-2027 Annual Rate	2.75%	1.33%	1.30%
2010 Families	1,800	18,010	35,10
2010 Average Family Size	2.72	2.81	2.8
2022 Families	1,801	17,690	36,015
2022 Average Family Size	2.98	2.94	2.9
2027 Families	1,991	18,621	38,018
2027 Average Family Size	2.94	2.92	2.99
2022-2027 Annual Rate	2.03%	1.03%	1.09%
Housing Unit Summary			
2000 Housing Units	5,436	37,859	65,230
Owner Occupied Housing Units	32.7%	47.8%	56.1%
Renter Occupied Housing Units	59.5%	46.8%	39.2%
Vacant Housing Units	7.8%	5.4%	4.7%
2010 Housing Units	6.126	41,595	71,530
Owner Occupied Housing Units	28.7%	42.6%	50.4%
Renter Occupied Housing Units	59.2%	48.3%	41.5%
Vacant Housing Units	12.1%	9.1%	8.1%
2020 Housing Units	6,921	43,782	76,194
Vacant Housing Units	9.0%	6.7%	5.4%
	7.431	44.835	77.862
2022 Housing Units	31.4%	44,5%	54.2%
Owner Occupied Housing Units	58.3%	48.9%	40.7%
Renter Occupied Housing Units			
Vacant Housing Units	10.3%	6.6%	5.1%
2027 Housing Units	8,470	48,134	83,564
Owner Occupied Housing Units	30.0%	44.4%	54.29
Renter Occupied Housing Units	60.1%	48.6%	40.1%
Vacant Housing Units	9.9%	7.1%	5.7%
Median Household Income			
2022	\$45,678	\$60,589	\$66,115
2027	\$70,585	\$76,388	\$81,567
Median Home Value			
2022	\$465,591	\$377,344	\$353,059
2027	\$478,098	\$414,380	\$387,089
Per Capita Income			
2022	\$44,782	\$43,007	\$42,025
2027	\$54,963	\$49,984	\$48,617
Median Age		, .,	,,
		24.4	35.5
2010	34.9	34.1	
2010 2022	34.9 35.2	34.1 35.7	37.6

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: Esri forecasts for 2022 and 2027, U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.



Transportation Access

The nearest interstate access is from the Vista Avenue and Broadway Avenue/Interstate 84 Interchanges located approximately three miles south. The Interstate 1-84 "connector" is located approximately ½ mile west of the downtown core. The nearest major airport is the Boise Airport, located approximately 3.5 miles south.

Main Street, Idaho Street, and Front Street are major arterials extending through the downtown core. Capitol Boulevard is the major northbound arterial and 9th Street is the major southbound arterial through the downtown core. Myrtle Street is a major eastbound arterial located adjacent south of the downtown core. State Street is a major east-west arterial located adjacent north of the downtown core.

Neighborhood Land Use

The downtown core is nearly fully built-out, with very few vacant sites remaining. The neighborhood includes a mix of approximately 75% commercial, 20% residential, and 5% undeveloped land. The commercial uses are further delineated as 75% office, 20% retail, and 5% industrial. Downtown Boise is in a stage of growth/revitalization, based on typical lifecycle stages of growth, stabilization, decline, and revitalization. Properties include a mix of mid-and-high-rise office/mixed-use developments, hotels, retailers/restaurants, and special use properties such as the Boise Convention Center, Idaho Central Arena, the Ada County Courthouse, and St. Luke's Regional Medical Hospital.

Major Employment Centers

Boise is the state capitol of Idaho and the county seat with an abundant government employment in the neighborhood. Saint Luke's Regional Medical Hospital anchors the east end of the neighborhood and employs several thousand health care workers. Additionally, there are several jobs in the financial sector provided by banking institutions and other financial service providers.

Boise is the cultural hub of Treasure Valley and features 18 major cultural attractions, such as the Boise Art Museum, Zoo Boise, The Discover Center of Idaho and the recently renovated Egyptian Theater employing several hundred employees. Other employment includes retail with an estimated 230 retail stores and 80 restaurants/nightclubs.

Significant Recent Developments

There are several significant developments that have been recently completed or are currently under construction in downtown Boise. These include:

Office/Retail/Mixed-Use

- The 17-story 8th & Main Building is located at the corner of 8th Street and Main Street and is the tallest building in Idaho. The building includes retail on floors 1-2, garage parking on floors 3-5, and office on floors 6-17. It was completed in early 2014 and reached stabilized occupancy in late 2015. Notable tenants include Ruth's Chris Steakhouse, Holland and Hart Attorneys LLP, First American Title, and Zions Bank.
- Whole Foods and Walgreens, located at the eastern fringe of downtown along Broadway Avenue, were completed in late 2012.
- Trader Joe's, located at the corner of Capitol Boulevard and Front Street, was completed in early 2014.



- Jacks Urban Meeting Place (JUMP), a \$100 million mixed-use development located at 9th and Front Street, was completed in 2016.
- The JR Simplot Company corporate office headquarters building, located at 9th and Front Street adjacent to the JUMP project, was completed in 2017. The building is 9-stories and contains 334,000 square feet of office space to be occupied by more than 900 Simplot Co. employees.
- City Center Plaza, a \$70 million mixed-use development located at the southeast corner of 8th Street and Main Street was completed in late 2016. City Center Plaza includes a nine story, 206,000 square foot office/retail building, an underground urban transit mall, and a second multi-story office building with two levels of parking. The project was nearly 100% preleased (office 100% preleased).
- In spring 2017, Gardner Company broke ground on a large scale \$70 million mixed-use development called Pioneer Crossing. Pioneer Crossing, located adjacent west of JUMP between Front Street and Myrtle Street, includes an 827-space parking garage, a Panera Bread restaurant, a 150-room Hilton Garden Inn hotel, and a 5-story, 135,000 square foot office. The office building was 50% preleased prior to completion.
- 11th & Idaho Building Construction of this \$40-\$45 million, 9-story, 191,000 square foot office building was completed in late 2020. The building was 0% pre-leased when construction began but reached stabilized occupancy in 2022.
- St. Luke's is constructing a 230,000 square foot medical campus at the SEC of S. 27th Street and W. Fairview Avenue. The campus is planned to include a surgery center, ambulatory care facility, outpatient medical clinics, and a 700 space parking garage. Construction is scheduled to be completed by year-end 2023.
- The St. Luke's Regional Medical Center Downtown Boise Campus is undergoing a major expansion. A \$42 million, 100,000 square foot Children's Pavilion with underground parking was recently completed at the SEC of Jefferson Street and Avenue B. Additional proposed buildings include a new central plant and an addition to the main hospital building. According to Saint Luke's website, the investment will range from \$300 to \$400 million and occur over several years.
- ICCU Tower Construction of the new ICCU mixed-use building began in 2022 at 4th Street and Idaho Street. The building will be 13 stories and include an ICCU Bank branch, retail, office, 100 apartment units, and parking.
- Other large scale mixed-use projects are in the planning and approval stages.

<u>Hotel</u>

- Construction began in 2016 on two large scale hotels at the corner of Capitol Boulevard and Myrtle Street. The Inn at 500 Capitol is a six-story, 112-room boutique hotel; it was completed early 2017. The Residence Inn by Marriott is a 10-story, 186-room hotel; it was completed late October 2017.
- Hyatt Place, located on Bannock Street between 10th Street and 11th Street, was completed in mid-2017. The hotel features 152 rooms.
- Construction of a 546 stall, 6-story parking garage and integrated 138 room Hilton franchise Home2Suites Hotel began in mid-2019 at the northeast corner of 6th Street and Front Street. The project was completed at year-end 2020.
- Construction began in 2022 on the Hotel Renegade, an 8-story, 124 room boutique hotel located at the NWC of W. Grove Street and N. 11th Street adjacent to the Owyhee Plaza. Construction is projected to be complete in late 2023.



Residential Condominium

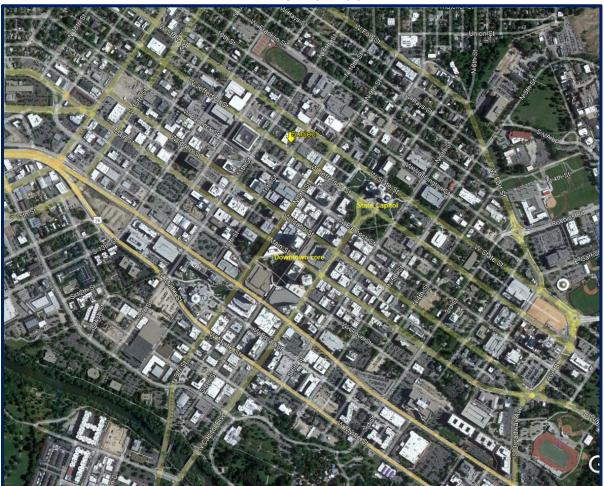
- The OneNineteen Condominiums, located at the northwest corner of Grove Street and 10th Street, was completed in late 2016. The project is six-stories and includes 26 residential condominium units and two levels of garage parking.
- Afton Condominiums, located at the northeast corner of River Street and 9th Street, was
 developed in two phases with the second phase completed in 2019. Phase One contains 28
 residential condominium units and a parking garage. Phase Two contains 39 residential
 condominium units.

Apartment

- Four apartment complexes, located between Ann Morrison Park and S. Capitol Boulevard (across the Boise River), were completed in 2016. The complexes total 541 units and space for nearly 1,500 beds. The apartments are targeted for Boise State University students.
- The Watercooler Apartments, located at the corner of Idaho Street and S. 14th Street, was completed in mid-2017. The Watercooler Apartments is a 3-story, 37-unit, apartment complex with main level commercial.
- The Gibson Apartments is a new 5-story, 81-unit apartment complex located at the corner of 5th Street and Idaho Street. Construction began in July 2017 and was completed in late 2018.
- The Fowler Apartments located at the corner of Myrtle Street and S. 5th Street, is new a 7-story, 159-unit, luxury apartment complex with main level commercial and two levels of garage parking. The project was completed in early 2018.
- Jules on 3rd Apartments Jules on 3rd is an 8-story, 394-stall parking garage, and integrated 174-unit luxury apartment complex at the NEC of 3rd Street and Myrtle Street. The parking garage is located on levels 1-4; the apartments are located on levels 5-8. Construction was complete in fall of 2021.
- The Addison The Addison is a new 5-story, 236-unit luxury apartment complex at 749 Park Boulevard adjacent to the Boise River. Construction was completed in late 2021. The project was recently purchased and renamed Cortland on the River.
- 11th & Main This is a mixed-use adaptive reuse of a portion of the Safari Inn at the corner of Main Street and N. 11th Street. The project includes converting existing hotel rooms into 41 apartments, primarily studio units with four one-bedroom units. Renovation includes updating the building's exterior. The main level is existing retail. Construction was completed in 2021.
- Hearth Apartments (formerly Z by Cartee) is a new mixed-use project at the northeast corner of Myrtle Street and S. 3rd Street. The building is 8-stories and include 163 luxury apartment units with main level commercial and 183 garage parking spaces. Construction was complete in late 2021.
- Thomas Logan, The Lucy, 5th & Grove office building This is a new mixed-use project at the northeast corner of Grove Street and N. 5th Street. The project includes two mid-rise buildings with 164 luxury apartment units (50 rent-restricted) with retail and office. Construction was completed in late 2022.
- The Vanguard This is a new luxury apartment building at the northwest corner of Front Street and S. 6th Street. The building is 8-stories and include 75 apartment units and one main level retail unit. Construction was completed in 2022.
- LOCAL Boise Apartments LOCAL Boise is a new mixed-use project at the southeast corner of Myrtle Street and S. Ave A. The building is 7-stories and includes 243 luxury apartment units with main level commercial and garage parking spaces. Construction was complete in late 2022.



IMMEDIATE NEIGHBORHOOD AERIAL



Immediate Neighborhood

The subject is located at the northwest corner of N. 10th Street and W. Jefferson Street, 4 blocks north of Boise's downtown pedestrian core (8th Street & Main Street). The downtown core is primarily developed with mid-to-high-rise office buildings, retail buildings, restaurants, hotels, mid-rise apartment buildings, and parking garages. The subject is located on the north fringe of the downtown core. Commercial uses immediately surrounding the subject primarily include low-to-mid-rise office buildings and a new hotel. A mix of retail and office uses are prevalent along W. State Street. The Idaho State Capitol is located at the corner of W. Jefferson Street and N. 8th Street (2 blocks east of the subject). The downtown Boise YMCA is located at the corner of N. 10th Street and W. State Street (1 block north).

Conclusion

The subject location is rated very good. It is located 4 blocks north of the center of Boise's downtown pedestrian core. The subject benefits from good exposure, surrounding commercial development, and proximity to Boise's downtown core. Continued strong demand is forecasted for the subject's neighborhood. Several significant commercial projects are currently under construction or planned for development in the downtown area, and renovation of older properties continues to be on-going.



Site Description

The characteristics of the site are summarized as follows:

Site Characteristics

Location: 1010 W. Jefferson Street, Boise, Ada County, Idaho 83702

Gross Land Area: 0.187 acres; 8,156 square feet (per legal description)

Usable Land Area: 0.187 acres; 8,156 square feet

Usable Land %: 100%

Shape: Rectangular, functional

Topography: Level

Drainage: Appears adequate Grade: At street grade

Utilities: All typical utilities are available including public water and sewer,

electricity, natural gas, and telephone service.

Off-Site Improvements: Asphalt paved streets, concrete sidewalks and curbing, and

landscaping

Interior or Corner: Corner Signalized Intersection: Yes

Street Frontage / Access

Frontage Road	Primary	Secondary
Street Name:	W. Jefferson Street	N. 10 th Street
Street Type:	Arterial	Arterial
Number of Curb Cuts:	One	None
Traffic Count (Cars/Day):	3,722 VPD (2018 est.)	1,508 VPD (2018 est.)

Additional Access

Other: Additional access is via an alley extending between N. 10th Street

and N. 11th Street along the north boundary of the subject.

Flood Zone Data

Flood Map Panel/Number: 16001C0277J Flood Map Date: June 19, 2020

Flood Zone: X

Description: The subject is in an X flood zone. Zones B, C, and X are the areas

outside the 1% annual chance floodplain, areas of 1% annual chance sheet flow flooding where average depths are less than one foot, areas of 1% annual chance stream flooding where the contributing drainage area is less than one square mile, or areas protected from the 1% annual chance flood by levees. No Base Flood Elevations or depths are shown within this zone. Insurance

purchase is not required in these zones. Source: FEMA





Site Area in Flood Zone: 0%

Other Site Conditions

Soil Type: Subsoil and drainage appear adequate to support a multitude of

improved uses.

Environmental Issues: During the property inspection, we did not observe any obvious

environmental concerns. As real estate appraisers, we are not qualified to determine if any environmental hazards exist on the property, whether such hazards are obvious or not. Therefore, this appraisal assumes any environmental hazards to be

nonexistent or minimal.

Easements/Encroachments: The property does not have any known atypical easements or

restrictions.

A title report was not provided in connection with this assignment. Based on our own observations, no other adverse easements or restrictions exist. This appraisal assumes only standard utility easements and governmental restrictions exist, none of which are assumed to impact value. If questions arise regarding easements, encroachments, or other encumbrances,

further research is advised.

Earthquake Zone: The subject is located within Earthquake Zone 2B, considered a

moderate zone with respect to seismic activity.

Adjacent Land Uses

North: Retail building; YMCA further north across W. State Street.

South: New hotel
East: Office
West: Office

Zoning Designation

Zoning Jurisdiction: City of Boise

Zoning Classification: C-5DD; Central Business District with Downtown Design Review

Overlay District

Zoning Definition: C-5; Central Business District

Boise City zoning defines this zone as "Zone intended to provide for activities conducive to a compact and concentrated urban downtown mixed-use center. Residential uses are allowed without a density maximum. Non-residential uses cannot exceed a floor area ratio of 4:1. There are no height limits in the C-5 zone."

DD; Downtown Design Review Overlay District

Boise City zoning defines this zone as "established to ensure that the general appearance of the development on the land shall not be in conflict with the Comprehensive General Plan or other development plans adopted by Boise City for specific areas. It





shall be further purpose of this act to protect property rights and values, enhance important environmental features of the city and the physical characteristics of the land; and further to ensure that the general appearance of buildings and structures, and the development of land, shall not impair or preclude the orderly and harmonious development of the community. To accomplish said objectives, it shall be the further purpose of this act to coordinate design input from other jurisdictions, to regulate landscaping, to review building design, site planning, sign grading, development and beautification, including but not limited to the regulation and restriction of the type, number of stories, size, construction, reconstruction, alteration, repair or use of buildings and structures to insure compliance with the requirements of the respective use district with which the "D", "HD", and "DD" district is combined.

Permitted Uses: This zoning allows for a wide variety of commercial and higher-

density residential uses. Some of the permitted uses include multifamily, residential condominium, bank, club/social hall, medical office, professional office, retail, restaurant, pharmacy,

laundry facility, parking garage, school, and tavern.

Parking District The subject is located in the P-2 parking district, which reduces

required onsite parking from standard.

Improvements

Improvements: Unimproved

Site Improvements: The site is improved with asphalt paving and has historically been

operating as a parking lot. There are 27 marked parking spaces. As presented in the Highest and Best Use section, the parking improvements are non-contributory to value. The value is in the

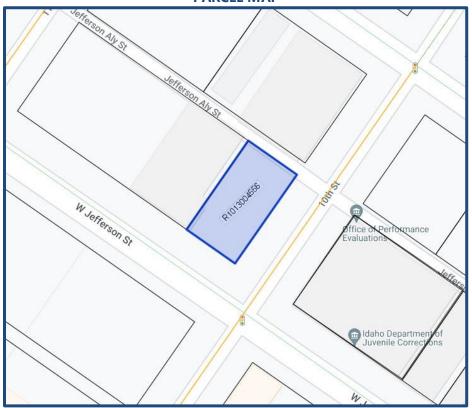
land.

Site Rating

Location: Very good
Access: Average
Exposure: Good
Functional Utility: Average
Overall Site: Good





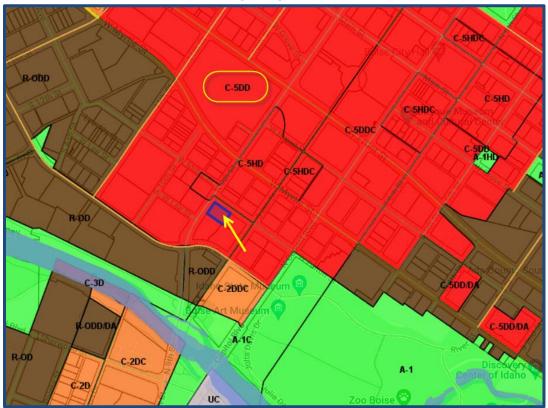


ASSESSOR AERIAL OVERLAY



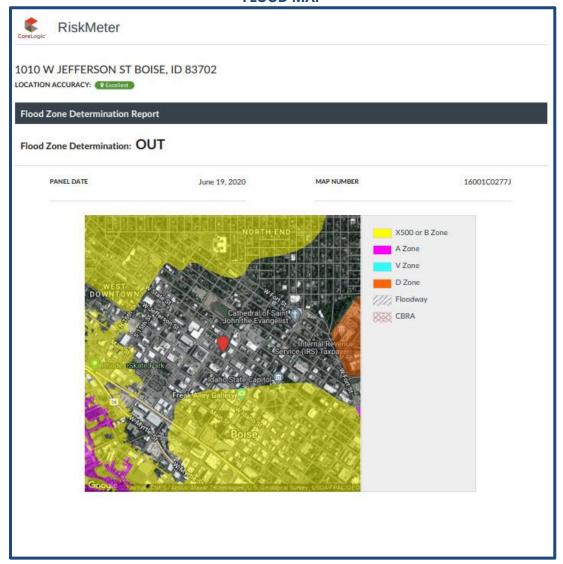


ZONING MAP





FLOOD MAP





Subject Photographs



Subject viewing north



Viewing south

The photographs in the Addenda section provide additional clarification of site characteristics.



Assessment and Tax Data

Assessment Methodology

Property is assessed by the county assessor's office at true cash value with actual physical re-appraisals on a five-year cycle; with trending during the interim.

Assessed Value and Property Taxes

The State of Idaho Department of Lands is the owner of the property. This is a public entity exempt from taxation. Current Ada County Assessor information is presented in the following table.

Tax Schedule

	Parcel	Assessor	Assessor's	Assessor's	Est. Tax
Tax Year	Number	Land Size (AC)	Value - Land	Total Value	Expense
2022	R1013004556	0.190	\$0	\$0	\$0



Market Analysis

Introduction

In this section, market conditions which influence the subject property are analyzed. An analysis of supply and demand conditions in the subject market and submarket for commercial and residential development is presented. The subject is a part of the downtown Boise submarket.

A brief overview of the Boise MSA real estate markets is provided on the following pages. To analyze supply and demand, we have relied upon published studies by Thornton Oliver Keller Commercial Real Estate (TOK). TOK is the largest commercial real estate brokerage and property management firm in the Boise MSA. TOK tracks commercial vacancies, absorption, rental rates, and transactions on a monthly basis throughout all markets and submarkets in both Ada and Canyon County. Selected tables from the latest TOK market report applicable to the subject market are reprinted in this section.





Office Market Summary



OFFICE CONDITIONS

While the Boise MSA is experiencing record low vacancy (4.3 percent), the amount of sublease space being added to the market will have a future impact. Sublease space listed has reached over 626,000 square feet in the Boise MSA. In comparison, prior to the pandemic, there had been approximately 150,000 square feet of office sublease space available. Nevertheless, while the increase in sublease space has gradually been on the rise since the pandemic hit, the sharp increases this year is why it has become a talking point and a possible indicator of things to come. Sublease space increased by 50 percent from Q1 of this year.

With the increase in sublease space, though, came many positive indicators for the Office market. The market saw over 200,000 square feet of positive net absorption this quarter, marking nearly two years of positive growth in the Treasure Valley and a stronger second quarter than first. Class A space accounted for nearly 180,000 square feet of the net absorption so far in 2022, the most of any building class. Months of supply continues its downward trend to just over 8 months. Overall office vacancy reached the lowest it has been in over a decade at 4.3 percent. Overall lease rates are still holding at a high of \$19.50 per square foot per year, with Class A asking and actual rates continuing to climb (Full Service, annual). The rise in construction costs has pushed leased rates for first generation space even higher seeing rates in the high-\$20 to low-\$30 per square foot range.

OFFICE OUTLOOK

Rising interest rates and housing costs have caused significant slowing in the housing market and in turn caused uncertainty in other sectors. The Office market has been no exception as an increase in available sublease space is a typical response to economic downturn as tenants re-evaluate what space they need and market any excess in hopes of subsidizing their costs. While this may bring about a continued increase in sublease space, the continued positive net absorption the market has experienced indicates that other factors are still working to maintain a healthy market in the area.

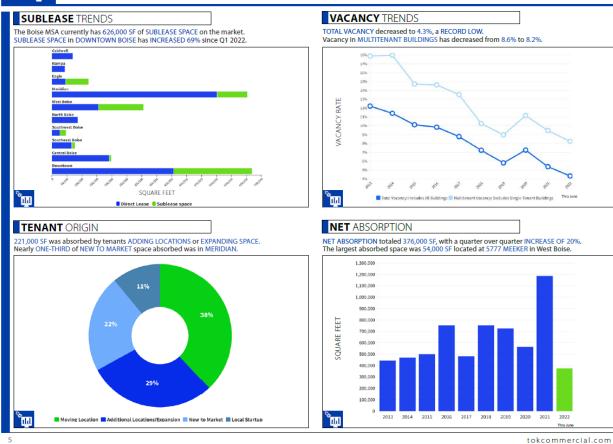
The spotlight that was placed on the Boise MSA in recent years has provided opportunities for local businesses. Not only has it made this an area that new businesses are looking at to expand their national footprint it has also allowed local businesses to flourish. Twenty-two percent of tenants leasing space are new to our market and 40 percent are local startups or businesses that are looking to expand or open additional locations throughout the valley. This new demand for space has been the driving force behind the drop in vacancy and the continued rise of lease rates that has led to the competitive conditions of the Office market. Nevertheless, as companies become more cautious, smaller spaces may likely become higher in demand than larger spaces.

TAKEAWAYS:

- → SUBLEASE SPACE HAS INCREASED 50% FROM Q1 RISING FROM 417,000 TO 626,000 SQUARE FEET.
- → LOCAL START-UPS & TENANTS EXPANDING MADE UP 40% OF OFFICE LEASES.



TOK OFFICE MARKET STATS



Submarket Vacancy

Since 2004, office vacancies have ranged from 5.7% to 11.5% in the downtown Boise submarket. At mid-year 2022, total vacancy was 6.6%. Multitenant vacancy was 9.8%.

Office Vacancy Trends						
		·				
		Submarket				
<u>Year</u>	Ada County	<u>Boise</u>	<u>Downtown</u>			
Mid 2022	4.4%	4.5%	6.6%			
2021	5.4%	5.1%	7.8%			
2020	7.4%	7.2%	11.5%			
2019	5.6%	6.0%	6.0%			
2018	7.0%	7.7%	8.3%			
2017	8.7%	9.3%	7.0%			
2016	9.8%	10.8%	8.3%			
2015	10.0%	10.5%	6.9%			
2014	11.4%	11.3%	7.4%			
2013	12.2%	11.8%	7.5%			
2012	12.2%	12.4%	6.4%			
2011	14.0%	13.7%	7.4%			
2010	15.7%	14.7%	8.4%			
2009	15.6%	14.5%	8.5%			
2008	12.7%	11.1%	5.7%			
2007	11.5%	10.8%	7.3%			
2006	10.5%	10.1%	7.6%			
2005	9.5%	9.1%	5.9%			
2004	10.7%	10.8%	8.5%			

Source: TOK Commercial Real Estate



Retail Market Summary



RETAIL CONDITIONS

Over the past three months, activity remained strong in the Retail market. Total number of transactions increased 22 percent from Q1. Smaller spaces continued to make up the majority of activity with 38 percent of transactions over the past 12 months being in the 1,000 – 2,000 square foot range. However larger deals are occurring more throughout the market considering deals over 7,000 square feet have nearly doubled over the past year. This resulted in total net absorption hitting 323,000 square feet, a 14 percent increase from June 2021. Top deals from this past quarter occurred in Nampa with Ashley Furniture Store opening an additional location (28,000 SF) at Treasure Valley Marketplace as well as DD Discounts leasing 26,200 square feet at District 208.

With more deals taking place throughout the market, overall vacancy continued to tighten hitting a record low of 5 percent at the end of Q2. In addition, unanchored vacancy has stayed below 5.5 percent throughout 2022. Even with vacancy declining, overall months of supply remains in a healthy range of 17.1 months.

Organic growth continues to drive leasing activity with nearly 50 percent of deals over the past 12 months being tenants expanding into larger spaces or opening additional locations. More tenants also entered the Boise MSA with new to market tenants making up a quarter of transactions. Many of these new businesses are restaurants including Dave's Hot Chicken, Ruszoni's Pizza, and Papa Kelsey's Subs & Salads, all of which opened their new locations in Meridian.

RETAIL OUTLOOK

Boise's strong in-migration over the past two years sparked multiple new retail projects throughout the valley that are now nearing completion. A few of these projects include Topgolf (37,000 SF), which is expected to open at the end of the year, as well as ICCU's new location at Orchard Park off Chinden & Ten Mile Road.

Average asking lease rates are currently \$19.00 per square foot (NNN, annual) while Class A rates are \$25.00 per square foot, up 9 percent over the past 12 months. Inflation has been severely impacted the cost of materials and overall construction costs, ultimately increasing lease rates for newly constructed spaces up to as high as \$35 per square foot. Rents for newly constructed space will likely remain at record high levels throughout 2022 given that construction costs are unlikely to abate in the near future.

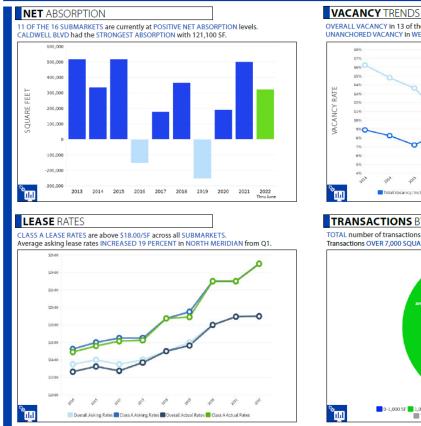
Going into the second half of 2022, there is uncertainty stirring throughout the retail sector. Interest rates are at a 13-year high and are expected to rise further. This is causing the housing market to slow down which in turn could impact future retail growth. Interest from national tenants should remain stable, however local and regional tenants are becoming more cautious in their leasing decisions. In addition, inflation will also become a greater challenge for retailers as rising prices push more consumers to limit their spending.

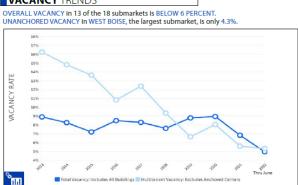
TAKEAWAYS:

- → STRONG LEASING ACTIVITY IN Q2 PUSHED OVERALL VACANCY TO A RECORD LOW OF 5 PERCENT.
- → INFLATION AND RISING INTEREST RATES ARE ANTICIPATED TO IMPACT FUTURE RETAIL ACTIVITY.



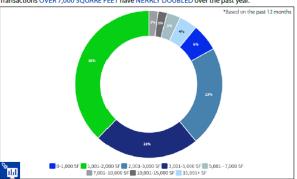
TOK RETAIL MARKET STATS





TRANSACTIONS BY SQUARE FOOTAGE

TOTAL number of transactions INCREASED 22% from Q1.
Transactions OVER 7,000 SQUARE FEET have NEARLY DOUBLED over the past year.



tokcommercial.com

Submarket Vacancy

Since 2005, retail vacancies have ranged from 4.7% to 20.8% in the downtown Boise submarket. At mid-year 2022, total vacancy was 5.4%. Multitenant vacancy was 7.7%.

Retail Vacancy Trends

	Submarkets				
<u>Year</u>	Ada County	<u>Boise</u>	<u>Downtown</u>		
Mid 2022	4.1%	4.4%	5.4%		
2021	4.6%	4.6%	4.7%		
2020	7.4%	8.5%	5.4%		
2019	7.3%	8.9%	6.1%		
2018	5.8%	6.0%	6.5%		
2017	7.4%	7.8%	6.7%		
2016	8.1%	9.0%	4.7%		
2015	7.1%	7.0%	7.7%		
2014	8.2%	7.3%	8.7%		
2013	9.0%	7.9%	5.7%		
2012	8.7%	8.6%	9.8%		
2011	10.2%	10.8%	10.3%		
2010	12.9%	13.4%	20.8%		
2009	12.5%	13.4%	11.1%		
2008	11.0%	11.7%	12.0%		
2007	9.3%	7.6%	5.8%		
2006	7.9%	9.4%	10.6%		
2005	8.9%	9.2%	15.7%		
2004	7.8%	n/a	n/a		

Source: TOK Commercial Real Estate



Multifamily Market Summary

MARKET RENTS | MULTIFAMILY MARKET 2022

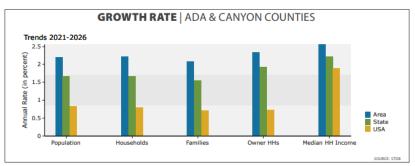


		MARK	ET RENTS	5		
	1 bed lo	1 bed hi	2 bed lo	2 bed hi	3 bed lo	3 bed hi
BOISE Excluding Downtown	\$1,465	\$1,600	\$1,644	\$1,785	\$1,819	\$1,975
BOISE Downtown	\$1,535	\$1,715	\$2,068	\$2,411		
MERIDIAN	\$1,434	\$1,580	\$1,678	\$1,870	\$2,014	\$2,150
CANYON COUNTY	\$1,375	\$1,375	\$1,559	\$1,768	\$1,910	\$2,210
						SOURCE: APARTMENTS.CI SAMPLE SIZE OF PROPERTIES, BY C

MARKET **SNAPSHOT**

Rents have increased throughout the Boise MSA. Rents in the City of Boise, excluding downtown, are up an average of 8 percent since Q1 2021. Meridian posted significant year over year increases with 12 percent higher rental prices in 2022 compared to 2021. Canyon County increased the most, rising 19 percent in the past 12 months. According to Moody's Data Analytics, vacancy in the Boise MSA is just 6.2 percent in Q4 2021.

Boise's residential market also remains strongly tilted towards sellers, with less than 1 month of inventory on the market in Ada County. The average sales price continues to reach new heights. In December 2021, the median sales price for a home in Ada County was \$546,000 with the average days on market at just 32 days.





TRANSACTION VOLUME | MULTIFAMILY MARKET 2022

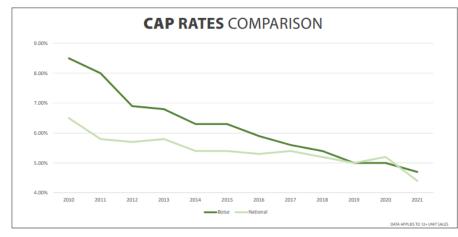


MULTIFAMILY SALES

The median sale price per door for Ada County in 2021 rose dramatically, up nearly \$80,000 per door on average. Canyon County also saw significant gains, up 11 percent per unit in the past 12 months. Also up for Ada County was the number of apartment sales to occur after a slight dip in 2020.

Currently, demand remains incredibly high for multifamily product. With record high rents and occupancy, investors are increasingly looking to multifamily as a safe harbor for their dollars. The problem remains the lack of qualilty assets on the market for sale. However, with the recent uptick in construction, some developers may seek to sell after they stabilize their properties, offering future hope for investors.





MULTIFAMILY PERFORMANCE

Multifamily cap rates have decreased steadily, both locally and nationally, since the recession. Boise MSA cap rates have dropped below 5 percent for the first time on record, averaging 4.7 percent in 2021.

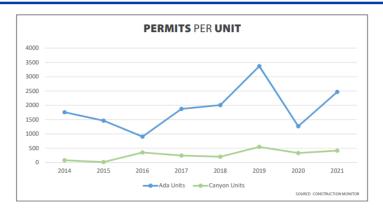
Cap rates are expected to remain at or near record lows for 2022. With these rates continuing to compress and values rising sharply, the underwriting process is an even more critical component of each sale. What rents to use for proformas in an era of record high rates is an area demanding thought and planning on the part of investors. With rents rising so significantly, there becomes a time where some local tenants may be priced out of the market.

Boise's economy is expected to remain strong in the coming years. Robust in-migration and low unemployment rates are encouraging a thriving market.



UNDER CONSTRUCTION | MULTIFAMILY MARKET 2022





MULTIFAMILY CONSTRUCTION

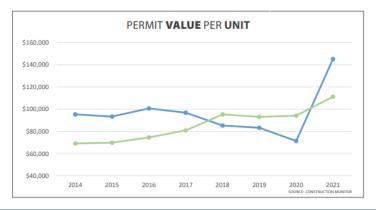
Ada County saw a dramatic increase in the number of apartment units permits pulled in 2021—nearly doubling the 2020 total, though still below the 2019 record of 3,366 units. Canyon County also saw an uptick, rising nearly 25 percent over 2020 to 417 permits pulled in 2021.

Multifamily land has seen increasing sales volume year over year. In 2019, there was nearly \$20 million sold, with a median per foot price of \$5.58. In 2020, that volume rose slightly to \$22 million, with a median price of \$10.81 per foot. Volume increased dramatically in 2021, with \$34 million sold and a median per foot price of \$12.54.

MULTIFAMILY PERMIT VALUE

Along with the increased number of permits pulled by county, the value of these permits also rose rather significantly in 2021. Permit values per unit in Ada County doubled with \$358 million pulled in 2021 for 2,468 units. In Canyon County, permit values per unit rose as well, rising to just over \$111,000 per door.

In-migration to the Boise MSA has remained strong, with Idaho remaining the fastest growing state in the country for a 5th consecutive year according to the U.S. Census Bureau. The majority of the growth continued to be in the Boise metro, which recorded an annual growth rate of 2.6 percent. This is compared to 0.4 percent nationally. With this strong population growth, many developers are seeking to accommodate by building both single family homes and apartments locally.





Investment Market Summary



INVESTMENT CONDITIONS

Investment transaction volume through the first half of 2022 is setting a record pace for the Boise MSA. There has been \$816 million trade hands, with the largest portion being multifamily product (\$548 million). There have been four apartment sales so far whose considerations were larger than \$50 million. The second largest consideration has been for industrial product, though it is in a distant second place with \$128 million sold so far this year.

Demand for office and retail remains strong, with more sales by count occurring in these product types than industrial and multifamily. However the total consideration of these deals are lower on average. For office the average price of investment sold is \$3 million and retail has averaged \$4.4 million.

Cap rates have continued to compress, declining in all sectors through June. Office investments are averaging 5.5 percent and retail is slightly lower at 5.4 percent. Multifamily aligns closely with the national average of 4.4 percent, with a local rate of 4.3 percent. Industrial has declined below 5 percent for the first time and currently averages 4.9 percent. Nationally, industrial product is seeing the lowest cap rates with 4.3 percent.

INVESTMENT OUTLOOK

As the U.S. stock market exhibits excessive amounts of volatility (notably into bear market territory), investors are fleeing riskier stock assets and placing their money in bonds. The yield on a 10-year U.S. Treasury note is up sharply from January 2022's reading of 1.51 percent and is rapidly moving toward 3.50 percent, a level not seen since 2011.

The "10-Y T-bill" is widely considered an important barometer used to gauge investors' sentiment toward alternative investments, like commercial real estate, and what they are willing to risk for an expected rate of return. CRE Investors frequently compare an asset's cap rate to the return of the 10-year U.S. Treasury bill. Investments are evaluated based on their risk and the investment upside when compared to the predictably stable returns generated by the 10-year U.S. Treasury bill.

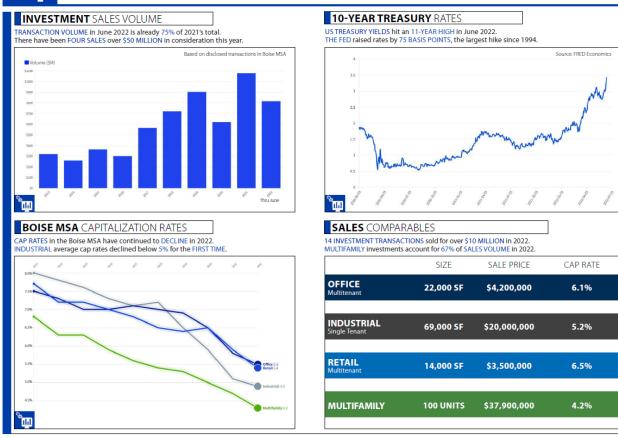
With rising interest rates, cap rates are expected to flatten initially, then see an uptick. If investors require financing to purchase property, the delta between the interest rate and the cap rate needs to be wide enough for the sale to pencil. Given the large amount of cash buyers still in the market, investment sales will continue, however those seeking financing may push back on record low cap rate pricing.

TAKEAWAYS:

- → MULTIFAMILY PRODUCT IS DOMINATING SALES VOLUME WITH OVER HALF A BILLION SOLD.
- → RISING INTEREST RATES WILL CAUSE CAP RATES TO INCREASE AS THE COST OF FINANCING TRENDS UPWARD.



TOK INVESTMENT MARKET STATS





Land Market Summary



COMMERCIAL LAND

The commercial land market has experienced some slowing in the recent months as high construction costs, increased lending rates, and longer closing times have begun to take their effect. Transaction volume has decreased to just over half of the transactions completed through July 2021, with a total consideration of \$51 million this year through July. The number of acres sold through July reached 195 acres but showed a 59 percent decrease from just Q1 to Q2 this year, reflecting the extra time these deals are beginning to take as buyers first look to get entitlements and approvals before closing. This has contributed to extended closing times as cities short on staff need extra time to work through submittals, but also reduced the risk buyers were assuming in purchasing land and hoping entitlements would go through.

Even with land sales taking longer to close, commercial developments continue to move forward with total permits up 36 percent from this time last year. Industrial projects make up most of the activity in the valley, accounting for two-thirds of approved permits in Canyon County and nearly half of the permits in Ada County. Permit value for these projects has exceeded 2021's total, reaching \$342 million with nearly a third of that value in Canyon County as development in that area continues to grow. The median value for industrial land from the beginning of the year through the end of July increased 30 percent from the same timeframe in 2021. Office and retail saw an even bigger increase of 36 percent from 2021 with a combined median price of over \$14.00 per square foot.

RESIDENTIAL LAND

In the residential land market, Q2 2022 saw significant slowing as rising interest rates have affected prospective home buyers and rising inflation has made both buyers and builders more cautious. Builders have slowed construction of new homes as houses sit unsold for longer. According to the intermountain MLS, in July the number of active listings was more than double those in July 2021 for Ada county, and the number of homes sold were down 34 percent and sitting on the market 62 percent longer than the previous year. Both the number of single family home permits pulled in Ada and Canyon counties, as well as the total consideration for those permits, were down over 25 percent from this time last year. While median prices are still showing a small increase, that increase has declined month over month. Builders and developers have also become more selective in the land they consider and are walking away from contracts as they reevaluate lower home pricing and slower absorption rates.

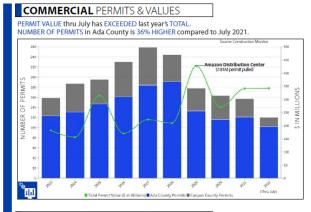
However, with the housing market tightening, multifamily development has become increasingly necessary in the valley and the year to date totals are already surpassing last years' totals in both number of units planned and number of permits granted. The value of multifamily permits pulled has reached a record \$437 million, already 8 percent higher than all of 2021. Still, with construction costs staying high, rents flattening, and terminal or exit cap rates rising, it could slow the pace of development seen so far this year.

TAKEAWAYS

- → ALTHOUGH COMMERCIAL DEVELOPMENT HAS BEGUN TO SLOW, OVERALL NUMBER OF PERMITS ARE STILL UP 36% FROM LAST YEAR.
- THE NUMBER OF PLANNED MULTIFAMILY UNITS HAS ALREADY EXCEEDED LAST YEAR'S TOTAL.

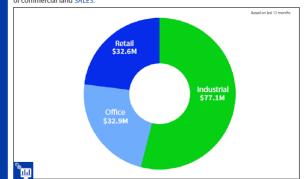


TOK LAND MARKET STATS



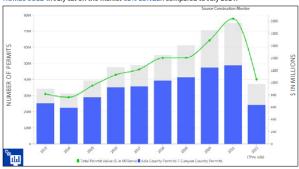
LAND SALES CONSIDERATION

INDUSTRIAL CONSIDERATION has DROPPED 15% since last quarter but still comprised 54% of commercial land SALES.



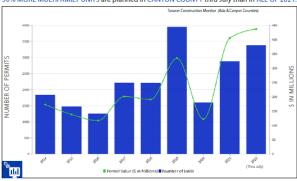
SINGLE FAMILY UNITS & PERMIT VALUES

TOTAL number of permits are DOWN 25% compared to same timeframe in 2021. HOMES SOLD in July sat on the market 62% LONGER compared to July 2021.



MULTIFAMILY UNITS & PERMIT VALUES

PERMIT VALUE reached a RECORD HIGH \$437 MILLION.
50% MORE MULTIFAMILY UNITS are planned in CANYON COUNTY thru July than in ALL OF 2021.





Market Conditions Conclusions

Commercial - Prior to the Covid-19 pandemic, the economy was healthy, and statistics indicated strong demand across all commercial markets, characterized by historically low vacancies, positive net absorption, moderate new speculative construction, increasing lease rates, and strong market appreciation. During the onset of the pandemic, vacancies increased slightly in 2020, but have since declined back to pre-pandemic levels and remain at or near historic lows. Demand has continued to be strong and rental rates have continued to increase across most markets. It is noted, commercial land sale activity has slowed during the past few months. The recent uncertainty in the economy has market participants cautious and most believe commercial markets may be leveling off or stabilizing near-term. Increasing interest rates and high construction costs are also factors contributing to a possible slowdown in the commercial sector.

Residential - The local residential market boomed during the pandemic. Statistics have indicated strong demand across all residential markets, characterized by appreciating pricing and limited inventory in the single-family market, and increasing rent levels and historically low vacancies in the multifamily market. It is noted, single-family home sale prices have continued to appreciate in 2022, albeit at a lower rate versus the past several years. Furthermore, supply has increased, the number of homes sold has decreased, and days on market has increased during the past 6 months. High inflation, interest rate hikes, and recession fears are contributing to the market slowdown in the single-family residential market. Conversely, there has been no evidence to-date of a market slowdown in in the multifamily market.



Highest and Best Use

The Highest and Best Use of a property is the use that is legally permissible, physically possible, and financially feasible which results in the highest value. An opinion of the highest and best use results from consideration of the criteria noted above under the market conditions or likely conditions as of the effective date of value. Determination of highest and best use results from the judgment and analytical skills of the appraiser. It represents an opinion, not a fact. In appraisal practice, the concept of highest and best use represents the premise upon which value is based.

Analysis of Highest and Best Use As Vacant/As Though Vacant

The primary determinants of the highest and best use of the property as vacant/as though vacant are the issues of (1) Legal permissibility, (2) Physical possibility, (3) Financial feasibility, and (4) Maximum productivity.

Legally Permissible

The subject site is zoned C-5DD (Central Business District) which allows for a wide variety of commercial and high-density residential uses. Some of the permitted uses include professional office, medical, retail, restaurant, residential condominium, and multifamily residential use. We are not aware of any other land use regulations that would limit the use of the property. There are no known easements, encroachments, covenants or other use restrictions that would unduly limit or impede development of a probable nature.

Physically Possible

As evidenced by the physical characteristics of the property, including its size, configuration, accessibility and availability of public utilities, all of the legally permissible uses could be developed on the land. The site does not have any physical characteristics that would hinder development. Considering the prevailing land use patterns in the immediate area, the subject is best suited for some form of mixed-use development.

Financially Feasible

Commercial - Statistics indicate continued moderate to strong demand across all commercial markets, characterized by at or near historically low vacancies, positive net absorption, moderate new speculative construction, increasing lease rates, and strong market appreciation. During the onset of the pandemic, vacancies increased slightly in 2020, but have since declined back to pre-pandemic levels and remain at historic lows. Demand has continued to be strong and rental rates have continued to increase across most markets. It is noted, commercial land sale activity has slowed during the past few months. The recent uncertainty in the economy has market participants cautious and most believe commercial markets may be leveling off or stabilizing near-term. Increasing interest rates and high construction costs area also factors contributing to a possible slowdown in the commercial sector.

Residential - The local residential market boomed during the pandemic. Statistics have indicated strong demand across all residential markets, characterized by appreciating pricing and limited inventory in the single-family market, and increasing rent levels and historically low vacancies in the multifamily market. It is noted, single-family home sale prices have continued to appreciate in 2022, albeit at a lower rate versus the past several years. Furthermore, supply has increased, the number of homes sold has decreased, and days on market has increased during the past 6 months. High inflation, interest rate hikes, and recession fears are contributing to the market slowdown in the single-family



residential market. Conversely, there has been no evidence to-date of a market slowdown in in the multifamily market.

Maximally Productive

Of the financially feasible uses, the maximally productive use is the use that produces the highest residual land value. Considering the aforementioned factors, the maximally productive, and therefore highest and best use, as if vacant/as though vacant, is for some form of mixed-use development as demand warrants.

Analysis of Highest and Best Use As Improved

In determining the highest and best use of the property as improved, the focus is on three possibilities for the property: (1) continuation of the existing use, (2) modification of the existing use, or (3) demolition and redevelopment of the land.

The subject is improved with a 27-space asphalt-paved parking lot, which is an allowable use per zoning. The parking lot use is an interim use.

Estimating Value In-Use

Value in-use or use value is defined as:

"The value of a property assuming a specific use, which may or may not be the property's highest and best use on the effective date of the appraisal. Value in use may or may not be equal to market value but is different conceptually." (The Dictionary of Real Estate Appraisal, 6th Edition)

To determine if the parking improvements have any contributory value (above land value), we employed the income capitalization approach (presented in restricted format) to value the property based on the current use. Market rent was utilized to represent stabilized income. Vacancy allowance, expenses, and capitalization rate assumptions presented in the proforma are based on market comparables of competing properties in the local market.



The Direct Capitalization Summation Table is presented following, concluding Value In-Use for the subject via the income capitalization approach.

Direct Capitalization Summation Table					
Stabilized Annual Income					
	Input Va	ariables		27	rsf
Rental Income	<u>Unit</u>	<u>Rate</u>	<u>\$/Yr</u>	\$/RSF	% of PGI
Market Rent - Parking income (monthly)	<u>27</u>	<u>\$140.00</u>	<u>\$45,360</u>	<u>\$1,680</u>	<u>100%</u>
Potential Gross Income (PGI)	27	\$140.00	\$45,360	\$1,680.00	100%
Reimbursable Expense Income	Not inclu	uded (Offset)	\$0	\$0.00	0%
Frictional Vacancy Loss	% of PGI	-5.0%	<u>(\$2,268)</u>	<u>(\$84.00)</u>	<u>-5%</u>
Effective Gross Income (EGI)			\$43,092	\$1,596.00	95%
Operating Expenses				\$/RSF	% of EGI
Parking expenses	% of EGI	-20.0%	(\$8,618)	(\$319.20)	-20%
Total Operating Expenses			<u>(\$8,618)</u>	<u>(\$319.20)</u>	<u>-20%</u>
Net Operating Income (NOI):			\$34,474	\$1,276.80	80%
Divided By Capitalization Rate:			5.00%		
Equals Market Value:			\$689,472		
Income Capitalization Approach Conclusion,					
Value In Use, rounded			\$690,000		

Conclusion of Highest and Best Use As Improved

The prior analysis concludes our opinion of value in-use or use value at \$690,000. Use value does not represent market value. As presented following in this report, the value of the property "as improved" is significantly less than land value. Therefore, redevelopment of the site is the maximally productive use. The highest and best use of the subject property, as improved, is to raze the site improvements for near-term mixed-use development.

Most Probable Buyer

As of the date of value, the most probable buyer of the subject is a developer.



Valuation - Market Value: As Is Sales Comparison Approach

Methodology

Land value is most often estimated using the sales comparison approach. This approach develops an indication of market value by analyzing closed sales, listings, or pending sales of properties similar to the subject, focusing on the difference between the subject and the comparables using all appropriate elements of comparison. This approach is based on the principles of supply and demand, balance, externalities, and substitution, or the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same quality, utility, and perceived benefits of ownership. The process of developing the sales comparison approach consists of the following: (1) researching and verifying transactional data, (2) selecting relevant units of comparison, (3) analyzing and adjusting the comparable sales for differences in various elements of comparison, and (4) reconciling the adjusted sales into a value indication for the subject.

Comparable Sales Data

To obtain and verify comparable sales and listings of competing properties, we conducted a search of public records, field surveys, interviews with knowledgeable real estate professionals in the area, as well as a review of our internal database.

The subject is a 0.19-acre commercial site located in downtown Boise. Six properties were selected for comparison to the subject, as these were judged to be the most comparable to develop an indication of market value for the subject site. Emphasis was placed on date of sale, location, size, and zoning/highest and best use in the selections. The comparables are recent or pending sales of similar commercial sites located in competing areas of downtown Boise.

Unit of Comparison

The primary unit of comparison in the market for properties such as the subject is price per (usable) square foot.

Elements of Comparison

Elements of comparison are the characteristics or attributes of properties and transactions that cause the prices of real estate to vary. The primary elements of comparison considered in sales comparison analysis are as follows: (1) property rights conveyed, (2) financing terms, (3) conditions of sale, (4) expenditures made immediately after purchase, (5) market conditions, (6) location, and (7) physical characteristics such as size, configuration, availability of utilities, and other factors.



Sales Comparison Analysis

When necessary, adjustments were made for differences in various elements of comparison. If the element in comparison is considered superior to that of the subject, we applied a negative adjustment. Conversely, a positive adjustment to the comparable was applied if inferior.

The land adjustment analysis uses market-based data from paired-sales, construction costs for site improvements, or other market indicators. In instances where there is limited market data available, the adjustment is based on the appraiser's estimate of market reaction. The adjustment categories are discussed briefly as follows, and the adjustments are illustrated in the Land Sale Comparable Summation Table to follow.

Transaction Adjustments

Transaction adjustments include: (1) real property rights conveyed, (2) financing terms, (3) conditions of sale, and (4) expenditures made immediately after purchase. These items, which are applied prior to the market conditions and property adjustments, are discussed as follows:

Real Property Rights Conveyed

This adjustment considers real property rights relating to a property, such as a lease contract or deed restrictions.

Similar to the subject, the sales are all fee simple sales. No adjustments were warranted.

Financing Terms

The transaction price of one property may differ from that of an identical property due to different financial arrangements. Sales involving financing terms that are not at or near market terms require adjustments for cash equivalency to reflect typical market terms. A cash equivalency procedure discounts the atypical mortgage terms to provide an indication of value at cash equivalent terms.

All of the comparables were cash equivalent sales with market terms. No adjustments were warranted.

Conditions of Sale

Atypical conditions of sale may result in a price that is higher or lower than a normal transaction. Such atypical conditions of sale often occur in conjunction with sales between related parties or those in which one of the parties is atypically motivated to complete the transaction. Additionally, a downward adjustment may be applied to a listing price, which usually reflects the upper limit of value.

No adjustments were warranted.

Expenditures Made Immediately After Purchase

A knowledgeable buyer considers expenditures required upon purchase of a property, as these costs affect the price the buyer agrees to pay. Such expenditures may include costs to demolish and remove any improvements, costs to petition for a zoning change, and costs to remediate environmental contamination. The relevant figure is not the actual cost incurred, but the cost anticipated by both the buyer and seller.



Several of the comparables were improved with older buildings which are to be razed upon redevelopment. The cost to raze the improvements was applied as an upward adjustment to the comparables. The buyer of Comparable 4 also had to buy out a billboard lease at a cost of \$124,000, which was an additional upward adjustment.

Market Conditions Adjustment

Market conditions change over time because of inflation, deflation, fluctuations in supply and demand, or other factors. Changing market conditions may create a need for adjustment to comparable sale transactions completed during periods of dissimilar market conditions.

Commercial land in the subject market has exhibited a very strong appreciating trend during the past several years. The comparables are sales occurring from July 2019 to-date. To account for strong appreciating land values in the subject market during this period, upward adjustments of 10% per year were applied from the dates of sale through June 1, 2022. Considering the recent residential market slowdown and the possible near-term market slowdown in the commercial sector, no market conditions adjustment was applied moving forward.

Property Adjustments

Property adjustments are usually expressed quantitatively as percentages or dollar amounts that reflect the differences in value attributable to the various characteristics of the property. In some instances, however, qualitative adjustments are used. These adjustments are based on locational and physical characteristics and are applied after the application of transaction and market conditions adjustments. Our reasoning for the property adjustments made to each sale comparable follows. The discussion will analyze each adjustment category deemed applicable to the subject property.

Location

This category considers value differences as a function of location qualities, desirability, and accessibility. This category also considers primary arterial frontage locations versus secondary arterial or second tier non-frontage locations and anchored versus non-anchored locations. Other factors include freeway access, surrounding uses, access to markets, etc.

The subject has a very good location near the north fringe of the downtown core. Comparables 1, 2, 5, and 6 have superior locations nearer to the center of the downtown pedestrian core and front superior arterials. Downward adjustments of 15% were applied. Comparable 4 is located further from the downtown core but has a superior arterial corner location adjacent to several neighborhood retail centers anchored by Albertson's. A downward adjustment of 15% was applied. Comparable 3 is located near the subject and is reasonably similar to the subject for location. No adjustment was applied.

Zoning/Use

This category considers value differences associated with variances in zoning designations or uses allowed.

Like to the subject, the comparables are zoned C-5DD. No adjustments were applied.



Size

This category considers value differences resulting from variances in property size. In general, smaller parcels have higher price per square foot (or per acre) sale prices versus larger parcels.

The comparables are reasonably similar to the subject for size. No adjustments were applied.

Configuration

This category considers differences in land use or value associated with property configuration. Irregular parcels typically have lower price per square foot sales prices versus rectangular parcels do to less functional utility.

No adjustments were warranted.

Topography

This category considers differences in land use or value associated with property topography. Commercial parcels with uneven topographies typically have lower price per square foot sale prices because the cost to develop is greater versus a level parcel.

No adjustments were warranted.

Utilities

This category considers the availability of water and sewer services and other utilities to the property.

The comparables are similar to the subject for the availability of utilities. No adjustments were warranted.

Site Improvements

This adjustment category considers value differences as a result of site improvements located on a property.

The parking lot improvements are an interim use. No adjustments were applied.

Non-Realty Components of Value

Non-realty components of value include tangible items, equipment, and business concerns that do not constitute real property but are included in either the sale price of the comparable property or the ownership interest in the subject property. These components should be analyzed separately from the real property. In most cases, the economic lives, associated investment risks, rate of return criteria, and collateral security for such non-realty components differ from those of the real property.

None of the comparables had non-realty components included in the sale price. No adjustments were warranted.

Other

No further adjustments were warranted.



Presentation

Presented on the following pages are the Land Sale Comparable Summation Table, Sale Comparable Location Map, the discussion and analysis of the comparables, and conclusion(s) of market value for the subject.



Land Sale Comparable	e Summatio <u>n Table</u>	•										
<u>Location</u> Name	Downton	Subject on Development Site	1	2		3		4		5	6	
Address		0 W. Jefferson Street	Downtown development lot 600 S. 9th Street	Former Mardi Gras 615 S. 9th St.		Greyhound Bus Station site 1212 W. Bannock St.		1522 W. State St.		1000, 1050, & 1080 W. Front St.	The Vanguard Apartments 600 W. Front Street	
City & state		County, Idaho 83702	Boise, Idaho	Boise, Idaho		Boise, Idaho		Boise, Idaho		Boise, Idaho	Boise, Idaho	
Parcel No.		R1013004556	R1749100393	R7476500051		R1013003246		R1013008404		R1013001507, 1523, 1533	R1013001871	
Location quality		Very good	Superior	Superior		Similar		Superior		Superior	Superior	
Property description												
Gross land size (Acre)		0.19	0.36	0.48		0.84		0.36		0.89	0.18	
Gross land size (sf)		8,156	15,750	20,756		36,590		15,600		38,768	8,000	
Unusable or effective (sf)		<u>0</u> 8,156	<u>0</u>	<u>0</u>	-	<u>0</u>		<u>0</u>		<u>0</u>	<u>0</u>	
Usable land size (usf) Land type		8,156 Mixed-use	15,750 Mixed-use	20,756 Mixed-use		36,590 Mixed-use		15,600 Mixed-use		38,768 Mixed-use	8,000 Mixed-use	
Zoning		C-5DD	C-5DD	C-5DD		C-5DD		C-5DD/DA		C-5DD	C-5DDC	
Land use at sale		n/a	Parking lot w/ 990 SF commercial	Old commercial building (12,120 SF)		Old commercial building (10,425 SF)		Old C-Store		Parking lot	Old retail/wrhs	
Buyer's intended use		n/a	Unk	Multifamily		Unk		7-story apts, 104 studio units + 1		Mixed-use project	8 story apts. w/ retail	
Configuration		Rectangular	Rectangular	Rectangular		Rectangular		Rectangular		Rectangular	Rectangular	
Topography		Level	Level	Level		Level		Level		Level	Level	
Utilities		All available	All available	All available		All available		All available		All available	All available	
Site improvements		To be razed	Building and s.i. to be razed	Building to be razed		Building and s.i. to be razed		Building to be razed		Interim use	Building to be razed	
Sale description Data source		n/a	JV: PSA	JV: Mike Ballantyne TOK		Com Langeton via lay Stony		JV: Tim Robb, Idaho Commercial		Sam Langston via Colliers	N/: Clasing statement	
Seller		n/a	Lydia Merrill Revocable Living Trust	Lydia Merrill Revocable Living Trust		Sam Langston via Jay Story West Bannock Dev. LLC		MRI Partners, LLC		PB Boise S LLC	JV: Closing statement Jones Investment Property LLC	
Buyer		n/a	Diamond Parking Inc.	Confidential		Bannock Pacific Associates LLC		1522 W. State Street, LLC		Front Street Holdings LLC	600 Vanguard LLC	
Marketing time		6-12 months	Call for offers	Call for offers		Unk		Unk		Unk	Since 2016	
Sale date	Eff. date	of appraisal (11/22)	Pending	Pending		2/22		1/22		8/21	7/19	
Price		n/a	\$3,198,265	\$4,750,000		\$6,800,000		\$3,100,000		\$7,750,000	\$1,275,000	
Financing terms		Cash	Cash	Cash		Cash		Cash		Cash	Cash	
Conditions of sale		Typical arms-length	Typical arms-length	Typical arms-length		Typical arms-length		Typical arms-length		Typical arms-length	Typical arms-length	
Non-realty components Comments		None	None Operating as a parking lot; has 990 SF	None		None Improved with an old 10,425 SF		None Buyer razed old C-Store at a cost of		None	None Improved with an old 8,000 SF	
			old vacant commercial building (improvements non-contributory)			commercial building to be razed upon development.		\$240,000. The buyer also bought out a bill board lease at a cost of \$124,000. Adding these costs results in an effective price of \$3,464,000 (\$222/SF); project to include 2 levels garage parking, 104 studios, and 1 retail space			retail/warehouse building; buyer to raze improvements and develop 75 unit apartment complex with one main level retail unit (8 stories); asking price was \$1,395,000; buyer anticipates a cost of \$75K to raze the improvements and ready the site for development	
Financial indicators											development	
Price/usf			\$203.06	\$228.85		\$185.84		\$198.72		\$199.91	\$159.38	
<u>Adjustments</u>		Adjustment notes										
Real Property Rights Conveyed	Fee Simple	No adjustment	Fee Simple 0	·		Fee Simple	0%	Fee Simple		Fee Simple 0%	Fee Simple	
Adjusted sale price	Cash	No adjustment		3.06 % Cach	\$228.85 0%		\$185.84 0%	Ck	\$198.72	\$199.91 Cash 0%	CL	\$159.38
Financing terms Adjusted sale price	Cash	No adjustment		% Cash 3.06	0% \$228.85	Cash	\$185.84	Cash	0% \$198.72	Cash 0% \$199.91	Cash	0% \$159.38
Conditions of sale	Typical arms-length	No adjustment	Typical arms-length 0			Typical arms-length	0%	Typical arms-length	0%	Typical arms-length 0%	Typical arms-length	
Adjusted sale price	24			3.06	\$228.85		\$185.84	,,	\$198.72	\$199.91		\$159.38
Expenditures After Purchase	None	Adjustment	Raze building est. at \$10K 0	% Raze building est. at \$80K	2%	Raze building est. at \$80K	1%	Raze building/buy out lease at \$364K	12%	None 0%	Raze building est. at \$75K	6%
Adjusted sale price				3.70	\$232.70		\$188.03		\$222.05	\$199.91		\$168.75
Market conditions (time)	Eff. date of appraisal (11/22)	+10%/yr thru 6/22	Pending 0			2/22		1/22		8/21 8%		28%
Adjusted sale price		A		3.70 Superior	\$232.70		\$192.73		\$229.45	\$214.90 Superior 15%		\$216.56
Location Zoning/Use	Very good C-5DD	Adjustment No adjustment	Superior -1 C-5DD 0	·	-15% 0%	Similar C-5DD	0% 0%	Superior C-5DD/DA	-15% 0%	Superior -15% C-5DD 0%	Superior C-5DDC	
Usable land size	0.19	No adjustment	0.36 0		0%	0.84	0%	0.36	0%	0.89 0%	0.18	
Configuration	Rectangular	No adjustment	Rectangular 0		0%	Rectangular	0%	Rectangular	0%	Rectangular 0%	Rectangular	
Topography	Level	No adjustment	Level 0			Level	0%	Level	0%	Level 0%	Level	
Utilities	All available	No adjustment	All available 0			All available	0%	All available	0%	All available 0%	All available	0%
Site improvements	To be razed	No adjustment	Building and s.i. to be razed 0	3		Building and s.i. to be razed	0%	Building to be razed		Interim use 0%	Building to be razed	
Non-realty components	None	No adjustment	None 0		0%	None	0%	None	0%	None 0%	None	
Other Net adjustment		No adjustment	0 -1	% 5%	-15%		0% 0%		-15%	-15%		-15%
Indicated subject value (usf)			\$17		\$197.80		192.73		\$195.04	\$182.66		\$184.08
			\$11		7.57.00	•			÷ 133.04	φ102.00		+ 10-1.00

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LAND SALE COMPARABLE LOCATION MAP





Sales Comparison Approach Value Indication

From the market data available, six properties were utilized in the comparative analysis and adjustments were applied based on pertinent elements of comparison. The following table summarizes the unadjusted and adjusted comparable prices:

Land Sales Statistics

Metric	Unadjusted	Adjusted
Minimum Sale Price per Sq. Ft.	\$159.38	\$173.14
Maximum Sale Price per Sq. Ft.	\$228.85	\$197.80
Median Sale Price per Sq. Ft.	\$199.31	\$188.40
Mean Sale Price per Sq. Ft.	\$195.96	\$187.57

Prior to adjustment, the comparable prices range from \$159.38/SF to \$228.85/SF, with a median of \$199.31/SF and mean of \$195.96/SF. Comparable 2 represents the upper-tier of the range. It is a pending sale in a superior location nearer the downtown core and along a superior arterial. Comparable 6 represents the lower-tier of the range. It is a 2019 sale inferior to the subject for market conditions. After adjustment, the comparables bracket market value for the subject in a range of \$173.14/SF to \$197.80/SF, with a median of \$188.40/SF and mean of \$187.57/SF. With nearly equal weight given to each comparable, **market value for the subject is concluded to be \$190.00/SF**, near the mid-tier of the comparable range. The calculations to value are presented in the following table, resulting in Market Value: As Is for the subject.

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Size (usf) x value/sf = total value

8,156 x \$190.00 \$1,549,640

Market Value: As Is, rounded \$1,550,000



Value Conclusion – Market Value: As Is

Approaches to Value

The sales comparison approach resulted in a reliable conclusion of market value due to an adequate number of recent sales of competing commercial sites located in the downtown Boise market. This approach directly considers the sale prices of alternative properties which have similar utility. This approach is an applicable approach for valuing land in this market and is an approach primarily relied upon by market participants.

The cost approach and income capitalization approach were not developed; they are not applicable for land valuation in this market. The exclusion of these approaches did not diminish the credibility of our value conclusion(s) presented herein.

Value Conclusions

Our conclusion of Market Value: As Is for the subject is presented in the following table.

Component	As Is
Value Type	Market Value
Property Rights Appraised	Fee Simple
Effective Date of Value	November 1, 2022
Value Conclusion	\$1,550,000

\$190.04 psf

Value Conclusions

Exposure and Marketing Times

Marketing time is the time frame subsequent to the effective date of appraisal necessary to affect a sale of the property at the estimate of value(s) detailed herein. The estimate of value in this appraisal assumes the subject would experience a marketing time typical of the current market. Exposure time is the length of time a property would have been offered on the market prior to consummation of sale at the estimate of market value on the effective date of the appraisal. Exposure time is a retrospective estimate based on the analysis of past events and market conditions.

Based on statistical information about days on market, escrow length, and marketing times gathered through national investor surveys, sales verification, and interviews of market participants, marketing and exposure time estimates of 6-12 months, respectively, are considered reasonable and appropriate for the subject property.



General Assumptions and Limiting Conditions

This appraisal is subject to the following general assumptions and limiting conditions:

- 1. The legal description if furnished to us is assumed to be correct.
- 2. No responsibility is assumed for legal matters, questions of survey or title, soil or subsoil conditions, engineering, availability or capacity of utilities, or other similar technical matters. The appraisal does not constitute a survey of the property appraised. All existing liens and encumbrances have been disregarded and the property is appraised as though free and clear, under responsible ownership and competent management unless otherwise noted.
- 3. Unless otherwise noted, the appraisal will value the property as though free of contamination. Mountain States Appraisal, LLC will conduct no hazardous materials or contamination inspection of any kind. It is recommended that the client hire an expert if the presence of hazardous materials or contamination poses any concern.
- 4. Unless otherwise noted, it is assumed there are no encroachments, zoning violations or restrictions existing in the subject property.
- 5. The appraiser is not required to give testimony or attendance in court by reason of this appraisal, unless previous arrangements have been made.
- 6. Unless expressly specified in the engagement letter, the fee for this appraisal does not include the attendance or giving of testimony by Appraiser at any court, regulatory or other proceedings, or any conferences or other work in preparation for such proceeding. If any partner or employee of Mountain States Appraisal, LLC is asked or required to appear and/or testify at any deposition, trial, or other proceeding about the preparation, conclusions or any other aspect of this assignment, client shall compensate Appraiser for the time spent by the partner or employee in appearing and/or testifying and in preparing to testify according to the Appraiser's then current hourly rate plus reimbursement of expenses.
- 7. The values for land and/or improvements, as contained in this report, are constituent parts of the total value reported and neither is (or are) to be used in making a summation appraisal of a combination of values created by another appraiser. Either is invalidated if so used.
- 8. The dates of value to which the opinions expressed in this report apply are set forth in this report. We assume no responsibility for economic or physical factors occurring at some point at a later date, which may affect the opinions stated herein. The forecasts, projections, or operating estimates contained herein are based on current market conditions and anticipated short-term supply and demand factors and are subject to change with future conditions. Appraiser is not responsible for determining whether the date of value requested by Client is appropriate for Client's intended use.
- 9. The sketches, maps, plats and exhibits in this report are included to assist the reader in visualizing the property. The appraiser has made no survey of the property and assumed no responsibility in connection with such matters.
- 10. The information, estimates and opinions, which were obtained from sources outside of this office, are considered reliable. However, no liability for them can be assumed by the appraiser.
- 11. Possession of this report, or a copy thereof, does not carry with it the right of publication. Neither all, nor any part of the content of the report, or copy thereof (including conclusions as to property value, the identity of the appraisers, professional designations, reference to any professional appraisal organization or the firm with which the appraisers are connected), shall be disseminated to the public through advertising, public relations, news, sales, or other media without prior written consent and approval.



- 12. No claim is intended to be expressed for matters of expertise that would require specialized investigation or knowledge beyond that ordinarily employed by real estate appraisers. We claim no expertise in areas such as, but not limited to, legal, survey, structural, environmental, pest control, mechanical, etc.
- 13. This appraisal was prepared for the sole and exclusive use of the client for the function outlined herein. Any party who is not the client or intended user identified in the appraisal or engagement letter is not entitled to rely upon the contents of the appraisal without express written consent of Mountain States Appraisal, LLC and Client. The Client shall not include partners, affiliates, or relatives of the party addressed herein. The appraiser assumes no obligation, liability or accountability to any third party.
- 14. Distribution of this report is at the sole discretion of the client, but third-parties not listed as an intended user on the face of the appraisal or the engagement letter may not rely upon the contents of the appraisal. In no event shall client give a third-party a partial copy of the appraisal report. We will make no distribution of the report without the specific direction of the client.
- 15. This appraisal shall be used only for the function outlined herein, unless expressly authorized by Mountain States Appraisal, LLC.
- 16. This appraisal shall be considered in its entirety. No part thereof shall be used separately or out of context.
- 17. Unless otherwise noted in the body of this report, this appraisal assumes that the subject property does not fall within the areas where mandatory flood insurance is effective. Unless otherwise noted, we have not completed nor have we contracted to have completed an investigation to identify and/or quantify the presence of non-tidal wetland conditions on the subject property. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
- 18. The flood maps are not site specific. We are not qualified to confirm the location of the subject property in relation to flood hazard areas based on the FEMA Flood Insurance Rate Maps or other surveying techniques. It is recommended that the client obtain a confirmation of the subject property's flood zone classification from a licensed surveyor.
- 19. If the appraisal is for mortgage loan purposes 1) we assume satisfactory completion of improvements if construction is not complete, 2) no consideration has been given for rent loss during rent-up unless noted in the body of this report, and 3) occupancy at levels consistent with our "Income and Expense Projection" are anticipated.
- 20. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover them.
- 21. Our inspection included an observation of the land and improvements thereon only. It was not possible to observe conditions beneath the soil or hidden structural components within the improvements. We inspected the buildings involved, and reported damage (if any) by termites, dry rot, wet rot, or other infestations as a matter of information, and no guarantee of the amount or degree of damage (if any) is implied. Condition of heating, cooling, ventilation, electrical and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. Should the client have concerns in these areas, it is the client's responsibility to order the appropriate inspections. The appraiser does not have the skill or expertise to make such inspections and assumes no responsibility for these items.



- 22. This appraisal does not guarantee compliance with building code and life safety code requirements of the local jurisdiction. It is assumed that all required licenses, consents, certificates of occupancy or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value conclusion contained in this report is based unless specifically stated to the contrary.
- 23. When possible, we have relied upon building measurements provided by the client, owner, or associated agents of these parties. In the absence of a detailed rent roll, reliable public records, or "as-built" plans provided to us, we have relied upon our own measurements of the subject improvements. We follow typical appraisal industry methods; however, we recognize that some factors may limit our ability to obtain accurate measurements including, but not limited to, property access on the day of inspection, basements, fenced/gated areas, grade elevations, greenery/shrubbery, uneven surfaces, multiple story structures, obtuse or acute wall angles, immobile obstructions, etc. Professional building area measurements of the quality, level of detail, or accuracy of professional measurement services are beyond the scope of this appraisal assignment.
- 24. We have attempted to reconcile sources of data discovered or provided during the appraisal process, including assessment department data. Ultimately, the measurements that are deemed by us to be the most accurate and/or reliable are used within this report. While the measurements and any accompanying sketches are considered to be reasonably accurate and reliable, we cannot guarantee their accuracy. Should the client desire more precise measurement, they are urged to retain the measurement services of a qualified professional (space planner, architect or building engineer) as an alternative source. If this alternative measurement source reflects or reveals substantial differences with the measurements used within the report, upon request of the client, the appraiser will submit a revised report for an additional fee.
- 25. In the absence of being provided with a detailed land survey, we have used assessment department data to ascertain the physical dimensions and acreage of the property. Should a survey prove this information to be inaccurate, upon request of the client, the appraiser will submit a revised report for an additional fee.
- 26. If only preliminary plans and specifications were available for use in the preparation of this appraisal, and a review of the final plans and specifications reveals substantial differences upon request of the client the appraiser will submit a revised report for an additional fee.
- 27. Unless otherwise stated in this report, the value conclusion is predicated on the assumption that the property is free of contamination, environmental impairment or hazardous materials. Unless otherwise stated, the existence of hazardous material was not observed by the appraiser and the appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required for discovery. The client is urged to retain an expert in this field, if desired.
- 28. The Americans with Disabilities Act ("ADA") became effective January 26, 1992. We have not made a specific compliance survey of the property to determine if it is in conformity with the various requirements of the ADA. It is possible that a compliance survey of the property, together with an analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this could have a negative effect on the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in developing an opinion of value.



- 29. This appraisal applies to the land and building improvements only. The value of trade fixtures, furnishings, and other equipment, or subsurface rights (minerals, gas, and oil) were not considered in this appraisal unless specifically stated to the contrary.
- 30. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated, unless specifically stated to the contrary.
- 31. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute prediction of future operating results. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance.
- 32. Any estimate of insurable value, if included within the scope of work and presented herein, is based upon figures developed consistent with industry practices. However, actual local and regional construction costs may vary significantly from our estimate and individual insurance policies and underwriters have varied specifications, exclusions, and non-insurable items. As such, we strongly recommend that the Client obtain estimates from professionals experienced in establishing insurance coverage. This analysis should not be relied upon to determine insurance coverage and we make no warranties regarding the accuracy of this estimate.
- 33. The data gathered in the course of this assignment (except data furnished by the Client) shall remain the property of the Appraiser. The appraiser will not violate the confidential nature of the appraiser-client relationship by improperly disclosing any confidential information furnished to the appraiser. Notwithstanding the foregoing, the Appraiser is authorized by the client to disclose all or any portion of the appraisal and related appraisal data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable the appraiser to comply with the Bylaws and Regulations of such Institute now or hereafter in effect.
- 34. You and Mountain States Appraisal, LLC both agree that any dispute over matters in excess of \$5,000 will be submitted for resolution by arbitration. This includes fee disputes and any claim of malpractice. The arbitrator shall be mutually selected. If Mountain States Appraisal, LLC and the client cannot agree on the arbitrator, the presiding head of the Local County Mediation & Arbitration panel shall select the arbitrator. Such arbitration shall be binding and final. In agreeing to arbitration, we both acknowledge that, by agreeing to binding arbitration, each of us is giving up the right to have the dispute decided in a court of law before a judge or jury. In the event that the client, or any other party, makes a claim against Mountain States Appraisal, LLC or any of its employees in connections with or in any way relating to this assignment, the maximum damages recoverable by such claimant shall be the amount actually received by Mountain States Appraisal, LLC for this assignment, and under no circumstances shall any claim for consequential damages be made.
- 35. Mountain States Appraisal, LLC shall have no obligation, liability, or accountability to any third party. Any party who is not the "client" or intended user identified on the face of the appraisal or in the engagement letter is not entitled to rely upon the contents of the appraisal without the express written consent of Mountain States Appraisal, LLC. "Client" shall not include partners, affiliates, or relatives of the party named in the engagement letter. Client shall hold Mountain States Appraisal, LLC and its employees harmless in the event of any lawsuit brought by any third party, lender, partner, or part-owner in any form of ownership or any other party as a result of this assignment. The client also agrees that in case of lawsuit arising from or in any way involving these appraisal services, client will hold Mountain States Appraisal, LLC harmless from and against any liability, loss, cost, or expense incurred or suffered by Mountain States Appraisal, LLC in such action, regardless of its outcome.
- 36. Acceptance and/or use of this appraisal report constitutes acceptance of the foregoing general assumptions and limiting conditions.



37. The global outbreak of a "novel coronavirus" (known as COVID-19) was officially declared a pandemic by the World Health Organization (WHO). It is currently unknown what direct, or indirect, effect, if any, this event may have on the national economy, the local economy or the market in which the subject property is located. The reader is cautioned, and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. The appraiser makes no representation as to the effect on the subject property of this event, or any event, subsequent to the effective date of the appraisal.



Certification – Jeff Vance

I certify that, to the best of my knowledge and belief:

- 1. The statements of fact contained in this report are true and correct.
- 2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- 4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- 5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- 6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- 8. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- 9. I have made a current site inspection of the property that is the subject of this report.
- 10. No one other than Joe Corlett, MAI, SRA, provided significant real property appraisal assistance to the person signing this certification.
- 11. The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- 12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- 13. As of the date of this report, the undersigned has completed the continuing education program for Designated Members of the Appraisal Institute.

Jeff Vance, MAI Senior Appraiser

Idaho, Certification # CGA-2828



Certification – Joe Corlett

I certify that, to the best of my knowledge and belief:

- 1. The statements of fact contained in this report are true and correct.
- 2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
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- 12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- 13. As of the date of this report, the undersigned has completed the continuing education program for Designated Members of the Appraisal Institute.

G. Joseph Corlett, MAI, SRA

Manager

Idaho, Certification # CGA-7



Addenda

Engagement Letter Additional Subject Photographs Glossary Qualifications

- Jeff Vance, MAI Senior Appraiser
- G. Joseph Corlett, MAI, SRA Manager

Information on Valbridge Property Advisors Office Locations



Engagement Letter

Professional Services And Consulting Agreement

Department of Administration - State of Idaho

Agreement Title: Appraisal Agreement

This Agreement ("Agreement") is between the Department of Administration (the "Agency"), whose address is 650 West State Street, Boise ID 83720 and Mountain States Appraisal LLC (the "Contractor"), whose address is 1459 Tyrell Lane, Suite B, Boise, ID 83706, for the services described in this Agreement. The Contractor agrees to undertake performance of this Agreement under the terms and conditions set forth herein. The Agency and the Contractor, in consideration of the mutual covenants and conditions contained herein, agree as follows:

1 AUTHORITY

Pursuant to Idaho Code, Section 67-9221, the director of the department of administration and the administrator may approve noncompetitive acquisitions. Pursuant to IDAPA 38.05.01.044.c, state agencies may acquire professional services in the open market under certain conditions. The Agency has determined that this Agreement meets those conditions.

2 TERM OF AGREEMENT

This Agreement shall commence on date of last required signature and expire on date of final appraisal submittal unless extended, in writing, by the parties or unless terminated earlier in accordance with this Agreement.

3 CONTRACTOR RESPONSIBILITIES

The Contractor shall perform services and provide deliverables as described in Attachment A, incorporated herein by reference. This Agreement shall have no force or effect until Attachment A is finalized, signed by the parties and attached to this Agreement. Services shall be performed at the Contractor's place of business and, as necessary, at the Agency's offices. Project status meetings, if necessary, will be held weekly or bi-monthly, upon reasonable notice and request of the Agency, at TBD to review the progress of the work.

The Contractor shall be required to assume responsibility for production and delivery of all material and services detailed in Attachment A, whether or not the Contractor is the manufacturer or producer of them. Further, the Contractor will be the sole point of contact on contractual matters, including payment of charges resulting from the use or purchase or items selected.

The Contractor warrants that its services under this Agreement shall be performed in a professional manner and shall be of a high grade, nature and quality. In event of nonconformity, and without limitation upon any other remedy, the Agency shall have no financial obligation in regard to the nonconforming goods or services. This right is not to the exclusion of any other right that the Agency has in law or equity. Without limiting the foregoing, the Contractor recognizes its obligation to work with the Agency to correct any errors discovered after delivery and installation and the start of the warranty period.

The Contractor represents and warrants that it has the necessary and requisite skill to perform the work required under this Agreement and that the personnel assigned by the Contractor to perform any such work will be qualified to perform the assigned duties.

It will be the responsibility of the Contractor to fully comply with the State of Idaho law regarding the minimum wage law for residents hired to help on projects and jobs in Idaho.

4 TAXES

The State of Idaho and the Agency are generally exempt from payment of Idaho State Sales and Use Tax for property purchased for its use under the authority of Idaho Code, Section 63-3622 as a government instrumentality. In addition, the State of Idaho and the Agency are generally exempt from payment of Federal Excise Tax under a permanent authority from the district Director of the Internal Revenue Service. Exemption certificates will be furnished upon written request by the Contractor. If the

Page 1 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho.



Contractor is required to pay any taxes incurred as a result of doing business with the State of Idaho, it shall be solely responsible for the payment of those taxes. If the Contractor is performing public works construction (installation of fixtures, etc.), it shall be responsible for payment of all sales and use taxes as required.

5 PAYMENT

Payment by the Agency and its obligations under this Agreement are conditioned upon and subject to the continued availability of state funds. The Agency shall pay the Contractor in amounts as detailed in Attachment B, incorporated herein by reference,

Invoicing

- 5.1 Payment for services rendered shall be made upon acceptance of the work/required deliverables by the Agency and submission of a signed itemized invoice to the Agency. The Agreement number and/or purchase order numbers must be shown on all invoices. Invoices must specify the dates that services were performed, the nature of the work done on each date, and the number of hours worked on each date.
- 5.2 Billing must be done on a monthly basis or when the services are completed, whichever is sooner. If the Agency disputes any invoiced amount, it shall notify the Contractor in writing within five (5) business days. The Agency will process payments of any amounts not in dispute, in accordance with Idaho Code 67-9218.
- 5.3 Invoices are to be sent directly to: <u>Richard Brien</u>, <u>Statewide Leasing Manager</u>, <u>DPW Department of Administration</u>, 502 N 4th St, Boise, <u>ID 83712</u>. Alternative invoicing arrangements must be mutually agreed upon in writing and specified in <u>Attachment B</u>. The Contractor understands that, while the Agency will use its best efforts to secure prompt payment of invoices, as a state agency, the Agency may not make direct payment under this Agreement but must submit the invoices to the State Controller's Office for payment. Any late payments shall be governed by Idaho Code Section 67-2302.

6 OWNERSHIP

All information furnished to the Contractor for its use pursuant to this Agreement shall belong to the Agency and shall be returned to the Agency in good order upon completion of the Agreement or upon the Agency's request. All documents, reports, and any other data developed by the Contractor for the Agency in the performance of this Agreement shall become the property of the Agency. The Agency shall retain exclusive rights of ownership to all work produced by the Contractor under this Agreement.

7 RELATION OF PARTIES

The service or services to be rendered under this Agreement are those of an independent contractor. The Agency is interested only in the quality of service or services provided and the final results to be achieved; the conduct and control of the work will be solely with the Contractor. The Contractor is not an officer, employee, or agent of the Agency as those terms are used in Idaho Code § 6-902, et al, and is not entitled to any benefits provided by the Agency to employees.

8 TIME OF PERFORMANCE

Time is of the essence to this Agreement; therefore, all times for performance stated herein will be strictly followed by the parties.

9 SAVE HARMLESS

The Contractor shall exonerate, indemnify, and hold the Agency harmless from and against and assume full responsibility for payment of all federal, state and local taxes or contributions imposed or required under unemployment insurance, social security, workman's compensation, and income tax laws with respect to the Contractor or the Contractor's employees engaged in the performance of this Agreement. If requested by the Agency, the Contractor will provide either a certificate of workers' compensation insurance issued by a surety licensed to write workers' compensation insurance in the State of Idaho, as evidence that the contractor has in effect a current Idaho workers' compensation insurance policy, or an

Page 2 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho.



extraterritorial certificate approved by the Idaho industrial Commission from a state that has a current reciprocity agreement with the Industrial Commission, or proof that the Contractor is exempt from the workers' compensation requirement. Failure to provide a Certificate of Workman's Compensation Insurance upon request may result in termination of this Agreement. The Agency will not assume liability as an employer.

The Contractor shall maintain Insurance of the types and in the amounts typically maintained by legal professionals of the same type as the Independent Contractor, including, but not limited to, comprehensive general liability insurance in the minimum amount of \$1,000,000 per occurrence, and professional malpractice insurance, all with insurance companies properly licensed to do business in Idaho and reasonably satisfactory to the Client.

The Contractor shall protect, indemnify, and save the Agency harmless from and against any damage, cost, or liability including reasonable attorney's fees for any or all injuries to persons, property or claims for damages arising from any acts or omissions of the Contractor, its employees, or subcontractors.

It is agreed by and between the parties hereto that in no event shall any official, officer, employee or agent of the Agency be in any way personally liable or responsible for any covenant or agreement herein contained whether expressed or implied, nor for any statement, representation or warranty made herein or in any connection with this Agreement.

10 ASSIGNMENTS

This Agreement or any interest therein shall not be transferred by the Contractor without prior written permission of the Agency.

11 DEFAULT AND TERMINATION

11.1 For Cause:

Contractor default occurs if the Contractor fails to perform any of the covenants or conditions of this Agreement or the Contractor fails to prosecute the work so as to endanger performance of this Agreement, and the Contractor does not cure such defects in performance within ten (10) business days after receipt of written notice from the Agency informing it of such defects in performance. If at the end of such cure period, the Contractor is still in default or noncompliance, then the Agency may terminate this Agreement. Upon such termination, the Agency may pursue any and all legal, equitable and other remedies available to the Agency. The Contractor shall be liable for any and all expenses that are incurred by the Agency as a result of the default, including, but not limited to, the costs of procuring substitute performance, legal fees, and losses incurred due to default.

11.2 For Convenience:

The Agency may terminate this Agreement for its convenience at any time upon 10 business days written notice to Contractor, and, upon such termination, the Agency's sole obligation shall be to pay for services satisfactorily rendered to the date of such termination. Notwithstanding any other provision in this Agreement, the Agency may terminate this Agreement immediately if the Contractor becomes insolvent or voluntarily or involuntarily bankrupt, or if a receiver or other liquidating officer is appointed for substantially all of the business of the Contractor or if the Contractor makes an assignment for the benefit of creditors.

12 ANTI-DISCRIMINATION CLAUSE

Acceptance of this Agreement binds the Contractor to Section 601, Title VI, Civil Rights Act of 1964: In that "No person in the United States shall, on the grounds of race, color, national origin, sex, or age, be excluded from participation in, be denied the benefits of, or be subject to discrimination under any program or activity receiving federal financial assistance." In addition, "No otherwise qualified handicapped individual in the United States shall, solely by reason of his handicap, be excluded from the participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving federal financial assistance."

Page 3 of 7

Appraisal for property located at the corner of West Jafferson Street and North 10th Street in downtown Boise Idaho.



13 GOVERNING LAW

This Agreement shall be governed by the laws of the State of Idaho. The venue of any action brought by any party to this Agreement shall be the Fourth District Court in and for the County of Ada.

14 NO PENALTY

It is understood and agreed by the parties that the Agency is a governmental entity and that this Agreement shall in no way bind or obligate the State of Idaho beyond the terms of any particular appropriation of funds by the state or federal legislature, as may exist from time to time.

15 NONWAIVER OF BREACH

The failure of the Contractor or the Agency to insist upon strict performance of any of the covenants and conditions of this Agreement or to exercise any option herein conferred in any one or all instances shall not be construed to be a waiver or relinquishment of any such covenant or condition but the same shall be and remain in full force and effect unless such waiver is evidenced by prior written consent of the Contractor or the Agency.

16 DUPLICATE ORIGINALS

This Agreement may be executed in duplicate originals. Each of the two agreements with an original signature of each party shall constitute one original.

- 17 GENERAL PROVISIONS
 - 17.1 Neither party shall be liable or deemed to be in default for any delay or failure in performance under this Agreement or interruption of service resulting from Acts of God, civil or military authority, acts of war, riots, or insurrections.
 - 17.2 This Agreement, with Attachments A and B attached hereto, constitutes the entire Agreement between the parties with respect to the subject matter hereof and shall supersede all previous proposals, both oral and written, negotiations, representations, commitments, and all other communications between the parties. This Agreement may not be released, discharged, changed or modified except by an instrument in writing signed by a duly authorized representative of each of the parties.

Unless otherwise stated above, this Agreement is effective on the date of last signature:

Contractor's Legal Name	
Mountain States Appraisal, LLC	
G. Joseph Corlett	Title Manager
Signature Colonia	Date 10/27/22
Richard Brien, Statewide Leasing Manage	er, DPW Department of Administration
Signature	2202/2010

Page 4 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho.



Attachment A Scope of Work and Delivery Schedule

(This will be mutually developed and agreed upon by the department and contractor)

Richard Brien, Statewide Leasing Manager, DPW Department of Administration and State of Idaho is Mountain States' client in this assignment, and you along with the State of Idaho will be the sole intended users of the appraisal and report. The intended use of the appraisal is for real estate asset valuation.

The purpose of this appraisal assignment is to develop an opinion of the market value of the property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho. The lot assessor ID is LOT 6 & E 16.85' Lot 5 BLK 68. The legal property rights appraised will be the fee simple interest or leased fee interest, as appropriate. The property will be valued as of November 2022.

Mountain States will provide you with an electronic file (PDF) of the appraisal report. Upon request, we will furnish you with two bound copies.

Mountain States fee for this appraisal will be \$2,750.00. The amount of \$0.00 is due in advance, as a deposit. The deposit is applied only against the final statement due at the end of the assignment.

The State of Idaho may send the deposit by check or, if preferred, wired to the following account. Please be sure the payment includes a reference to the address of the property to be appraised.

If by Check:

If by EFT:

Mountain States Appraisal, LLC 1459 Tyrell Lane, Suite B Boise, idaho 83706 D.L. Evans Bank 2560 E. Fairview Avenue Meridian, Idaho 83642

Routing Number

124103582

Account Number

929002377

The estimated completion date of the appraisal is November 25, 2022. This date assumes that we will receive written authorization to proceed by October 28, 2022 (please return this letter by email), and that the relevant information needed for the appraisal will be received from our client on a timely basis.

In order to appraise this property, please provide the information listed on the next page, as applicable.

Respectfully submitted, Mountain States Appraisal, ELC

G. Joseph Corlett, MAI, SRA Manager Idaho, Certification # CGA-7 Certificate Expires 03/11/23

Page 5 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Botse Idaho.

10-27-2022



INFORMATION NEEDED FOR THE APPRAISAL

In order to appraise this property, please provide the following information as applicable. We realize you probably do not have all these items, or they may not exist.

- current rent roll
- · copies of leases
- operating expense history for the past three years
- title report

Contractor's Legal Name

- construction plans
- · please advise us whether you have or have not had an ADA-compliance inspection done
- · any appraisals of the property
- · list of any major capital improvements made in recent years
- information on any sale, listing, or offer on the property during the past three years (copy of relevant contracts)
- · person to contact to arrange interior inspection
- information regarding the existence, if any, of contamination, soils problems or other property deficiencies.
- · any other information you have that will assist us in appraising the property

Date 10/27/22
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Page 6 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho.

10-27-2022



Attachment B Cost and Billing Procedure

Contractor to provide a narrative appraisal report in compliance with The Uniform Standards of Appraisal practice Standards Rule 2-2(a) and client appraisal requirements. Total fee is \$2,750.00. Any consultation outside of the scope of work will be charged at \$300/hr.

Contractor's Legal Name	
Mountain States Appraisal, LLC	
	Title
G. Joseph Corlett	Manager
Signature C D	Date 10/27/22
Richard Brien Statewide Leasing Manager, DPW Departmen Signature	of Administration Date Date 27 2027

Page 7 of 7

Appraisal for property located at the corner of West Jefferson Street and North 10th Street in downtown Boise Idaho.

10-27-2022



Additional Subject Photographs



Subject viewing southwest



Viewing west



N. 10th St., viewing south, subject on right



W. Jefferson St., viewing east, subject on left



Glossary

Glossary

Definitions are taken from The Dictionary of Real Estate Appraisal, 6th Edition (Dictionary), the Uniform Standards of Professional Appraisal Practice (USPAP), and Building Owners and Managers Association International (BOMA).

Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. (Dictionary)

Amortization

The process of retiring a debt or recovering a capital investment, typically through scheduled, systematic repayment of the principal; a program of periodic contributions to a sinking fund or debt retirement fund. (Dictionary)

As Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. (Dictionary)

Base Rent

The minimum rent stipulated in a lease. (Dictionary)

Base Year

The year on which escalation clauses in a lease are based. (Dictionary)

Building Common Area

In office buildings, the areas of the building that provide services to building tenants but which are not included in the office area or store area of any specific tenant. These areas may include, but shall not be limited to, main and auxiliary lobbies, atrium spaces at the level of the finished floor, concierge areas or security desks, conference rooms, lounges or vending areas, food service facilities, health or fitness centers, daycare facilities, locker or shower facilities, mail rooms, fire control rooms, fully enclosed courtyards outside the exterior walls, and building core and service areas such as fully enclosed mechanical or equipment rooms. Specifically excluded from building common area are floor common areas, parking space, portions of loading docks outside the building line, and major vertical penetrations. (BOMA)

Building Rentable Area

The sum of all floor rentable areas. Floor rentable area is the result of subtracting from the gross measured area of a floor the major vertical penetrations on that same floor. It is generally fixed for the life of the building and is rarely affected by changes in corridor size or configuration. (BOMA)

Certificate of Occupancy (COO)

A formal written acknowledgment by an appropriate unit of local government that a new construction or renovation project is at the stage where it meets applicable health and safety codes and is ready for commercial or residential occupancy. (Dictionary)

Common Area Maintenance (CAM)

The expense of operating and maintaining common areas; may or may not include management charges and usually does not include capital expenditures on tenant improvements or other improvements to the property. (Dictionary)

The amount of money charged to tenants for their shares of maintaining a [shopping] center's common area. The charge that a tenant pays for shared services and facilities such as electricity, security, and maintenance of parking lots. Items charged to common area maintenance may include cleaning services, parking lot sweeping and maintenance, snow removal, security and upkeep. (ICSC – International Council of Shopping Centers, 4th Ed.)

Condominium

A multiunit structure, or a unit within such a structure, with a condominium form of ownership. (Dictionary)

Conservation Easement

An interest in real estate restricting future land use to preservation, conservation, wildlife habitat, or some combination of those uses. A conservation easement may permit farming,



timber harvesting, or other uses of a rural nature as well as some types of conservation-oriented development to continue, subject to the easement. (Dictionary)

Contributory Value

A type of value that reflects the amount a property or component of a property contributes to the value of another asset or to the property as a whole.

The change in the value of a property as a whole, whether positive or negative, resulting from the addition or deletion of a property component. Also called deprival value in some countries. (Dictionary)

Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service (DCR = NOI/Im), which measures the relative ability of a property to meet its debt service out of net operating income; also called debt service coverage ratio (DSCR). A larger DCR typically indicates a greater ability for a property to withstand a reduction of income, providing an improved safety margin for a lender. (Dictionary)

Deed Restriction

A provision written into a deed that limits the use of land. Deed restrictions usually remain in effect when title passes to subsequent owners. (Dictionary)

Depreciation

In appraisal, a loss in property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvement on the same date.

In accounting, an allocation of the original cost of an asset, amortizing the cost over the asset's life; calculated using a variety of standard techniques. (Dictionary)

Disposition Value

The most probable price that a specified interest in property should bring under the following conditions:

 Consummation of a sale within a specified time, which is shorter than the typical

- exposure time for such a property in that market.
- The property is subjected to market conditions prevailing as of the date of valuation;
- Both the buyer and seller are acting prudently and knowledgeably;
- The seller is under compulsion to sell;
- The buyer is typically motivated;
- Both parties are acting in what they consider to be their best interests;
- An adequate marketing effort will be made during the exposure time;
- Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto; and

The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Dictionary)

Easement

The right to use another's land for a stated purpose. (Dictionary)

EIFS

Exterior Insulation Finishing System. This is a type of exterior wall cladding system. Sometimes referred to as dry-vit.

Effective Date

The date on which the appraisal or review opinion applies. (SVP)

In a lease document, the date upon which the lease goes into effect. (Dictionary)

Effective Gross Income (EGI)

The anticipated income from all operations of the real estate after an allowance is made for vacancy and collection losses and an addition is made for any other income. (Dictionary)

Effective Rent

Total base rent, or minimum rent stipulated in a lease, over the specified lease term minus rent concessions; the rent that is effectively paid by a



tenant net of financial concessions provided by a landlord. (TIs). (Dictionary)

EPDM

Ethylene Propylene Diene Monomer Rubber. A type of synthetic rubber typically used for roof coverings. (Dictionary)

Escalation Clause

A clause in an agreement that provides for the adjustment of a price or rent based on some event or index. e.g., a provision to increase rent if operating expenses increase; also called *escalator clause*, *expense recovery clause or stop clause*. (Dictionary)

Estoppel Certificate

A signed statement by a party (such as a tenant or a mortgagee) certifying, for another's benefit, that certain facts are correct, such as that a lease exists, that there are no defaults, and that rent is paid to a certain date. (Black's) In real estate, a buyer of rental property typically requests estoppel certificates from existing tenants. Sometimes referred to as an *estoppel letter*. (Dictionary)

Excess Land

Land that is not needed to serve or support the existing use. The highest and best use of the excess land may or may not be the same as the highest and best use of the improved parcel. Excess land has the potential to be sold separately and is valued separately. (Dictionary)

Excess Rent

The amount by which contract rent exceeds market rent at the time of the appraisal; created by a lease favorable to the landlord (lessor) and may reflect unusual management, unknowledgeable or unusually motivated parties, a lease execution in an earlier, stronger rental market, or an agreement of the parties. (Dictionary)

Expense Stop

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying operating expenses above a stated level or amount. (Dictionary)

Exposure Time

The time a property remains on the market.

The estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal;

<u>Comment:</u> Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market. (Dictionary)

Extraordinary Assumption

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions.

<u>Comment:</u> Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis. (USPAP)

Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat. (Dictionary)

Floor Common Area

In an office building, the areas on a floor such as washrooms, janitorial closets, electrical rooms, telephone rooms, mechanical rooms, elevator lobbies, and public corridors which are available primarily for the use of tenants on that floor. (BOMA)

Full Service (Gross) Lease

A lease in which the landlord receives stipulated rent and is obligated to pay all of the property's operating and fixed expenses; also called a *full service lease*. (Dictionary)

Furniture, Fixtures, and Equipment (FF&E)

Business trade fixtures and personal property, exclusive of inventory. (Dictionary)
Going-Concern Value



An outdated label for the market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the market value of the going concern or market value of the total assets of the business. (Dictionary)

Gross Building Area (GBA)

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved.

Gross leasable area plus all common areas.

For residential space, the total area of all floor levels measured from the exterior of the walls and including the superstructure and substructure basement; typically does not include garage space. (Dictionary)

Gross Measured Area

The total area of a building enclosed by the dominant portion (the portion of the inside finished surface of the permanent outer building wall which is 50 percent or more of the vertical floor-to-ceiling dimension, at the given point being measured as one moves horizontally along the wall), excluding parking areas and loading docks (or portions of same) outside the building line. It is generally not used for leasing purposes and is calculated on a floor by floor basis. (BOMA)

Gross Up Method

A method of calculating variable operating expenses in income-producing properties when less than 100% occupancy is assumed. Expenses reimbursed based on the amount of occupied space, rather than on the total building area, are described as "grossed up." (Dictionary)

Gross Retail Sellout

The sum of the separate and distinct market value opinions for each of the units in a condominium, subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as though sold together in a single transaction; it is simply the total of the individual market value conclusions.

Also called the aggregate of the retail values, aggregate retail selling price or sum of the retail values. (Dictionary)

Ground Lease

A lease that grants the right to use and occupy land. Improvements made by the ground lessee typically revert to the ground lessor at the end of the lease term. (Dictionary)

Ground Rent

The rent paid for the right to use and occupy land according to the terms of a ground lease; the portion of the total rent allocated to the underlying land. (Dictionary)

HVAC

Heating, ventilation, air conditioning (HVAC) system. A unit that regulates the temperature and distribution of heat and fresh air throughout a building. (Dictionary)

Highest and Best Use

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.

The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use of for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)

[The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (Uniform Appraisal Standards for Federal Land Acquisitions) (Dictionary)

Hypothetical Condition

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.



<u>Comment</u>: Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. (USPAP)

Industrial Gross Lease

A type of modified gross lease of an industrial property in which the landlord and tenant share expenses. The landlord receives stipulated rent and is obligated to pay certain operating expenses, often structural maintenance, insurance and real property taxes, as specified in the lease. There are significant regional and local differences in the use of this term. (Dictionary)

Insurable Value

A type of value for insurance purposes. (Typically this includes replacement cost less basement excavation, foundation, underground piping and architect's fees). (Dictionary)

Investment Value

The value of a property to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. (Dictionary)

Just Compensation

In condemnation, the amount of loss for which a property owner is compensated when his or her property is taken. Just compensation should put the owner in as good a position pecuniarily as he or she would have been if the property had not been taken. (Dictionary)

Leased Fee Interest

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires. (Dictionary)

Leasehold Interest

The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease. (Dictionary)

Lessee (Tenant)

One who has the right to occupancy and use of the property of another for a period of time according to a lease agreement. (Dictionary)

Lessor (Landlord)

One who conveys the rights of occupancy and use to others under a lease agreement. (Dictionary)

Liquidation Value

The most probable price that a specified interest in property should bring under the following conditions:

- Consummation of a sale within a short time period.
- The property is subjected to market conditions prevailing as of the date of valuation.
- Both the buyer and seller are acting prudently and knowledgeably.
- The seller is under extreme compulsion to sell.
- The buyer is typically motivated.
- Both parties are acting in what they consider to be their best interests.
- A normal marketing effort is not possible due to the brief exposure time.
- Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.

The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Dictionary)

Loan to Value Ratio (LTV)

The ratio between a mortgage loan and the value of the property pledged as security, usually expressed as a percentage. (Dictionary)

Major Vertical Penetrations

Stairs, elevator shafts, flues, pipe shafts, vertical ducts, and the like, and their enclosing walls. Atria, lightwells and similar penetrations above the finished floor are included in this definition.



Not included, however, are vertical penetrations built for the private use of a tenant occupying office areas on more than one floor. Structural columns, openings for vertical electric cable or telephone distribution, and openings for plumbing lines are not considered to be major vertical penetrations. (BOMA)

Market Rent

The most probable rent that a property should bring in a competitive and open market reflecting the conditions and restrictions of a specified lease agreement, including the rental adjustment and revaluation, permitted uses, use restrictions, expense obligations; term, concessions, renewal and purchase options and tenant improvements (TIs). (Dictionary)

Market Value

The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own best interests:
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and

The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Dictionary)

Marketing Time

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. (Advisory Opinion 7 of the Appraisal Standards Board of the Appraisal Foundation)

Master Lease

A lease in which the fee owner leases a part or the entire property to a single entity (the master lease) in return for a stipulated rent. The master lessee then leases the property to multiple tenants. (Dictionary)

Modified Gross Lease

A lease in which the landlord receives stipulated rent and is obligated to pay some, but not all, of the property's operating and fixed expenses. Since assignment of expenses varies among modified gross leases, expense responsibility must always be specified. In some markets, a modified gross lease may be called a *double net lease*, *net net lease*, *partial net lease*, *or semi-gross lease*. (Dictionary)

Operating Expense Ratio

The ratio of total operating expenses to effective gross income (TOE/EGI); the complement of the net income ratio, i.e., OER = 1 – NIR (Dictionary)

Option

A legal contract, typically purchased for a stated consideration, that permits but does not require the holder of the option (known as the *optionee*) to buy, sell, or lease real estate for a stipulated period of time in accordance with specified terms; a unilateral right to exercise a privilege. (Dictionary)

Partial Interest

Divided or undivided rights in real estate that represent less than the whole, i.e., a fractional interest such as a tenancy in common, easement, or life interest. (Dictionary)

Pass Through

A tenant's portion of operating expenses that may be composed of common area maintenance (CAM), real property taxes, property insurance, and any other expenses determined in the lease agreement to be paid by the tenant. (Dictionary)



Potential Gross Income (PGI)

The total income attributable to property at full occupancy before vacancy and operating expenses are deducted. (Dictionary)

Prospective Future Value Upon Completion

A prospective market value may be appropriate for the valuation of a property interest related to a credit decision for a proposed development or renovation project. According to USPAP, an appraisal with a prospective market value reflects an effective date that is subsequent to the date of the appraisal report. ... The prospective market value —as completed—reflects the property's market value as of the time that development is expected to be complete. (Dictionary)

Prospective Future Value Upon Stabilization

A prospective market value may be appropriate for the valuation of a property interest related to a credit decision for a proposed development or renovation project. According to USPAP, an appraisal with a prospective market value reflects an effective date that is subsequent to the date of the appraisal report ... The prospective market value - as stabilized - reflects the property's market value as of the time the property is projected to achieve stabilized occupancy. For an income-producing property, stabilized occupancy is the occupancy level that a property is expected to achieve after the property is exposed to the market for lease over a reasonable period of time and at comparable terms and conditions to other similar properties. (Dictionary)

Replacement Cost

The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout. (Dictionary)

Reproduction Cost

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same materials, construction standards, design, layout, and quality of workmanship and embodying all of the

deficiencies, superadequacies, and obsolescence of the subject building. (Dictionary)

Retrospective Value Opinion

A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." (Dictionary)

Sandwich Leasehold Estate

The interest held by the sandwich leaseholder when the property is subleased to another party; a type of leasehold estate. (Dictionary)

Sublease

An agreement in which the lessee in a prior lease conveys the right of use and occupancy of a property to another, the sublessee, for a specific period of time, which may or may not be coterminous with the underlying lease term. (Dictionary)

Subordination

A contractual arrangement in which a party with a claim to certain assets agrees to make his or her claim junior, or subordinate, to the claims of another party. (Dictionary)

Surplus Land

Land that is not currently needed to support the existing use but cannot be separated from the property and sold off for another use. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. (Dictionary)

TPO

Thermoplastic polyolefin, a resilient synthetic roof covering.

Triple Net (Net Net Net) Lease

An alternative term for a type of net lease. In some markets, a net net net lease is defined as a lease in which the tenant assumes all expenses (fixed and variable) of operating a property



except that the landlord is responsible for structural maintenance, building reserves, and management; also called *NNN lease, net net net lease, or fully net lease.* (Dictionary)

(The market definition of a triple net lease varies; in some cases tenants pay for items such as roof repairs, parking lot repairs, and other similar items.)

Usable Area

The measured area of an office area, store area, or building common area on a floor. The total of all the usable areas for a floor shall equal floor usable area of that same floor. (BOMA)

Value-in-Use

The value of a property assuming a specific use, which may or may not be the property's highest and best use on the effective date of the appraisal. Value in use may or may not be equal to market value but is different conceptually. (Dictionary)

VTAB

Value of the Total Assets of a Business. The value of a going concern (i.e. the business enterprise). (Dictionary)



Qualifications



Qualifications of Jeff Vance, MAI Senior Appraiser

Membership/Affiliations:

Member: Appraisal Institute – MAI Designation (2013)

Appraisal Institute & Related Courses:

Uniform Standards of Professional Practice Appraisal Principles Real Estate Finance, Statistics & Valuation Modeling General Appraiser Income Approach General Market Analysis & Highest and Best Use General Sales Comparison Approach General Site Valuation & Cost Approach General Report Writing & Case Studies **Business Practices & Ethics** Foreclosure, Short Sale, Auction Price Seminar Subdivision Valuation Advanced Concepts & Case Studies Advanced Income Capitalization Uniform Appraisal Standards for Federal Land Acquisitions Disclosures and Disclaimers Appraisal of Medical Office Buildings

Experience:

Senior Appraiser

Mountain States Appraisal, LLC, Boise, ID (formerly Valbridge Property Advisors | Mountain States) (2010 – Current)

Associate Appraiser

Haxton & Company, Boise, ID (2008 - 2010)

Other (transcript available upon request)

Commercial Appraiser Trainee

Mountain States Appraisal & Consulting, Boise, ID (2007 - 2008)

<u>State Certifications</u> State of Idaho, CGA-2828

Education

Bachelor of Science, Business Marketing University of Idaho

Division of Occupational and Professional Licenses
Department of Self Governing Agencies
The person named has met the requirements for licensure and is entitled
under the laws and utiles of the State of Idaho to operate as a(n)
CERTIFIED GENERAL APPRAISER

JEFFREY ROBERT VANCE 1459 TYRELL LANE SUITE B BOISE ID 83706

Russell S. Barron

CGA-2828 Number 04/18/2023

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Mountain States Appraisal, LLC 1459 Tyrell Lane, Suite B Boise, Idaho 83706 www.appraiseidaho.com

Appraisal/valuation and consulting assignments include: apartments; condominiums; retail; restaurants; shopping centers; professional and medical office; industrial; religious and special purpose properties including schools, churches, and daycares; residential and commercial subdivisions; and vacant industrial, commercial, and residential land. Assignments have been concentrated in southwest Idaho.



Qualifications of G. Joseph Corlett Manager

Membership/Affiliations:

Member: Appraisal Institute-(Life Member) MAI & SRA Designations Past President: Appraisal Institute – Southern Idaho Chapter Past Director/ Regional Vice Chair - Appraisal Institute Past Chair Ethics Administration Division: Appraisal Institute Past Member National Government Relations Committee - Al Past President: Idaho Aviation Hall of Fame Vice President Idaho Aviation Association Realtor: National Association of Realtors Idaho Real Estate Broker DB 1660 Commercial Pilot/ ASEMEL/Instruments Board Member: Idaho Aviation Foundation

BOMA

Appraisal Institute & Related Courses:

Basic Income Capitalization General Applications General Market Analysis & Highest and Best Use **Business Practices & Ethics** Advanced Income Capitalization Advanced Sales Comparison & Cost Approaches The Appraiser as an Expert Witness: Preparation and Testimony Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets and 2022-23 USPAP

Experience:

Manager

Mountain States Appraisal, LLC, Boise, ID (formerly Valbridge Property Advisors | Mountain States) (1974 – Current)

Appraiser

Corlett Associates, Pifari & Associates, Western National Corporation (1974 - 1976)

State Certifications

State of Idaho CGA-7 State of Oregon C-000294

Education

Bachelor of Science, Finance University of Idaho





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Appraisal/valuation and consulting including: apartments; retail, shopping centers, office; industrial, religious. Special purpose properties including schools, churches, cemeteries, hotels/motels, residential subdivisions, vacant industrial, commercial and residential land. Special use properties including conservation easements, car washes, factories, wilderness properties, golf courses, eminent domain acquisitions, litigation support, ranches, transmitter sites, and other unique property types.